

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

MAY 15, 1948

RECEIVED

MAY 18 1948



STATE COLLEGE  
AND APP. SCIENCE

*Parthenocissus Tricuspidata* Lowi

**SEEDS**

TREE—SHRUB—PERENNIAL  
FLOWER—VEGETABLE

**HERBST BROTHERS**

92 Warren St., New York 7, N. Y.

Correspondence with seed collectors and growers invited.

Free catalog "Seeds for Nurserymen."

**SUPERIOR QUALITY *and* SERVICE**  
**FOR 72 YEARS!**

## **FAST SERVICE ON LATE ORDERS**

We have a general assortment of stock in good dormant condition. All Roses, and many other items, are in our mechanically cooled, air-conditioned storage.

In most areas, the late business has been unusually good. The more favorable weather has encouraged late planting. We can help you get your share of this plus business.

Consult our new May Wholesale Bulletin for low prices on available items. Telephone or telegraph your orders. We can ship immediately. Rapid delivery to you is assured, by express or truck freight.



**Mount Arbor Nurseries**  
 • SHENANDOAH IOWA •

*One of America's Foremost Nurseries*

E. S. WELCH, President • H. S. WELCH, Vice President • G. L. WELCH, Mgr., Wholesale Sales

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. LXXXVII, No. 10

MAY 15, 1948

Founded 1904  
With which was merged 1939  
THE NATIONAL NURSERYMAN  
Established 1893

\* \* \* \* \*

Published on the  
first and fifteenth  
of each month by the  
AMERICAN NURSERYMAN  
PUBLISHING COMPANY  
343 South Dearborn Street,  
Chicago 4, Illinois.  
Telephone: Wabash 8194

\* \* \* \* \*

Subscription Price:  
\$3.00 per year; outside  
United States, \$4.00;  
Single Copies, 15c.

\* \* \* \* \*

Advertising Rates  
on application.  
Forms close fifteen days  
before date of issue.

\* \* \* \* \*

Entered as second-class matter  
December 14, 1933, at Chicago,  
Ill., under act of March 3, 1879.

## CONTENTS

Floridians Hold Colorful Convention .....	7
Sling's Shots on Selling .....	9
By J. H. Slingerland .....	
Nurseries Exhibit at California Show .....	10
Types and Values of Understocks .....	12
By C. A. Chandler .....	
Deciduous Climbing Vines .....	13
By George Graves .....	
Plant Notes Here and There .....	14
By C. W. Wood .....	
Editorial .....	6
—The Votes of Customers .....	6
—Mailing Lists .....	6
—For the Suggestion Box .....	6
Fete Nurserymen Before California Garden Show .....	11
Home Building .....	11
El Paso Exhibitors .....	12
This Business of Ours .....	20
—Trade Payments and Discounts .....	20
—Bamboo .....	20
Plant Patents .....	22
New Colorado Group .....	24
2,4-D May Injure Taxus .....	24
Trees Donated for Veterans' Homes .....	25
Building Lath Houses .....	26
Sewage as Fertilizer .....	28
Obituary .....	29
—Walter Manning Williams .....	29
—Edward J. Folster .....	29
—Chester A. Krell .....	29
Estate Willed for School of Horticulture .....	29
Southwestern Notes .....	30
4-H Club Home Grounds Beautification Contest .....	31
Cover Illustration .....	32
—Parthenocissus Tricuspidata Lowi .....	32
W. A. Weber Honored by St. Louis Group .....	33
Coming Events .....	34
—Calendar .....	34
—Plan Eastern Mail Order Meeting .....	34
—South Carolina Dates .....	34
—Southern Convention .....	34
—Texas Rose Festival .....	34
—At New York Garden .....	34
California Notes .....	34
Effect of DDT on Blakemore Strawberries .....	38
Two New Locations of Dutch Elm Disease .....	43
New Books and Bulletins .....	44
—Make Ads That Sell .....	44
—Rose Guidebook .....	44
—Small Fruit Culture .....	44
—Plant Diseases .....	44
—Chemical Fertilizers .....	45
—Ecological Readjustment .....	45
—Earth's Green Carpet .....	46
—Nut Growers' Report .....	46
—Federal List of Intercepted Plant Pests .....	47
—Bulletins Received .....	47
New Garden Tractor .....	55
New Grade of Peat Moss .....	56
Catalogs Received .....	58

# INDEX TO ADVERTISERS

Acme Sprinklers .....	44	Galletta Bros.' Blueberry Farms .....	32	Onarga Nursery Co., Inc. ....	29
Alloway & Son, G. ....	31	Garden Shop, Inc. ....	56	Pacific Coast Nursery .....	36
American Bulb Co. ....	34	Gardner's Nurseries .....	59	Pallack Bros. Nurseries, Inc. ....	18
American Chem. Paint Co. ....	46	Gray Nurseries .....	34	Perry Nursery Co., O. H. ....	29
American Florist Supply Co. ....	58	Grootendorst & Sons, F. J. ....	33	Petersen & Dering .....	37
American-National Bag & Burlap Co. ....	58	Gro-Quick .....	56	Plant Marvel Laboratories .....	57
Anderson Open Hoe Mfg. Co. ....	53	Guldemand's .....	33	Pontiac Nursery Co. ....	32
Andrews Nursery Co. ....	32			Portland Wholesale Nursery .....	35
Arborist Supply Co., Inc. ....	52	Half Moon Mfg. & Trading Co. ....	33	Premier Peat Moss Co. ....	57
Ariens Co. ....	50	Halpern Bros. ....	58	Princeton Nurseries .....	28
Arp Nursery Co. ....	15	Harrison Bros. Nurseries .....	31		
Atkins Sons, L. ....	58	Hauck Mfg. Co. ....	56		
Atlas Supply Co. ....	51	Heasley's Nurseries .....	28		
		Herbst Bros. ....	1		
Bagatelle Nursery .....	18	Hess' Nurseries .....	30	Rambo's Whlse. Nursery, L. I. ....	32
Bailey Nurseries, J. V. ....	30	Hill Nursery Co., D. ....	60	Ra-pid-Gro Corp. ....	23
Bass Nursery .....	32	Hobbs & Sons, Inc., C. M. ....	31	Rapids-Standard Co., Inc. ....	55
Berryhill Nursery Co. ....	56	Homestead Nurseries .....	33	Rich & Sons Nursery .....	36
Bobbink & Atkins .....	26	Horsford, William Crosby .....	29	Robinson Sales Agency, E. D. ....	20
Bond Equipment Co. ....	51	Howard Rose Co. ....	37	Royer Foundry & Machine Co. ....	25
Boxwood Gardens .....	32	Hydroponic Chemical Co., Inc. ....	51	Rust Mfg. Co., John .....	56
Boyd Nursery Co. ....	31				
Brookville Nurseries .....	20	Ilgenfritz Nurseries, Inc. ....	32	Scarff's Sons, W. N. ....	32
Brown Deer Nurseries .....	25	Industrial Management Corp. ....	21	Schifferli & Son Nurseries, F. E. ....	26
Brownell Roses .....	26	Ittner Bros. ....	52	Schupp Florist Supply Co. ....	50
Bryant's Nurseries .....	30			Schuykill Chemical Co. ....	48
Buntings' Nurseries, Inc. ....	19	Jewell Nurseries, Inc. ....	31	Scott & Sons Co., O. M. ....	29
Burr & Co., Inc., C. R. ....	28	Johnston, Wm. A. ....	37	Shamburger Nursery, Carl .....	27
Burton's Hilltop Nurseries .....	30			Sherman Nursery Co. ....	31
		Kallay Bros. Co. ....	31	Sherwood Nursery Co. ....	37
California Nursery Co. ....	34	Kapp's Nursery, Inc. ....	37	Shore & Co., Inc., J. ....	51
Campbell-Hausfeld Co. ....	50	Keeler's Gardens .....	32	Sizemore, Charles .....	48
Carlton Nursery Co. ....	37	Koch Bros. Bag Co., Inc. ....	54	Smith Corp., W.-T. ....	26
Carpenter & Co., Geo. B. ....	54	Koster Nursery .....	22	Sneed Nursery Co. ....	31
Champion Sprayer Co. ....	53	Krieger's Wholesale Nursery .....	32	Soil Research Laboratories, Inc. ....	53
Chase Co., Benjamin .....	58			Somerset Rose Nursery .....	49
Classified Ads .....	40-41-42-43	LaBars' Rhododendron Nursery .....	26	Sprayer Corp. of America .....	54
Cloverset Flower Farms .....	5-49	Lake's Shenandoah Nurseries .....	30	Sprosty Bag Co., Ray C. ....	53
Coastal Gardens .....	37	Lansing's Specialties Mfg. Co. ....	54	Stavall Nursery .....	34
Coastal Paper & Supply Co. ....	51	Leghorn's Evergreen Nurseries .....	18	Stuart & Co., Inc., C. W. ....	22
Crystal Soap & Chem. Co. ....	48	Leonard & Sons, A. M. ....	58	Sudbury Soil Test Lab. ....	44
		Linck Co., Inc., O. E. ....	45		
Dayton Fruit Tree Label Co. ....	58	Loewith, Inc., Julius .....	45	Tankard Nurseries .....	56
Deerfield Nurseries .....	27	Lovett, Lester .....	26	Tobacco By-Products & Chem. Corp. ....	48
Del Rancho Fortuna .....	35	Lowell Mfg. Co. ....	17-45		
Diamond State Evergreen Co. ....	46			Vanderbrook & Son, C. L. ....	20
Dirkmaat Co., Inc., John .....	24	Magee, Thomas J. ....	45	Van Hof Nurseries .....	28
Dobbins Mfg. Co. ....	46	Maxwell-Bowden & Rice, Inc. ....	24	Vanvert Freres & Fils .....	33
Doerfler & Sons, F. A. ....	35	McCarthy, John J. ....	45	Verhalen Nursery Co. ....	27
Doty & Doerner, Inc. ....	35	McGill & Son, A. ....	35	Vermeulen & Son, Inc., John .....	27
Driehuisen Bros. ....	33	McHutchison & Co. ....	58	Vittner's Gardens .....	14
Dummett, Arthur .....	29	Meehan Co., Thomas B. ....	24-52	Vuyk Van Nes Nurseries .....	33
Dunlop, W. J. ....	33	Milton Nursery Co. ....	35		
		Mitsch Nursery .....	37	Want Ads .....	38
Elmhurst Nurseries, Inc. ....	24	Monarch Shingle Co. ....	37	Waugh, H. C. ....	31
Evergreen Nursery Co. ....	31	Monrovia Nursery Co. ....	36	Waynesboro Nurseries .....	30-34-57
		Moran, E. C. ....	34	Weeks Whlse. Rose Growers .....	35
Faddegon's Nurseries .....	25	Mount Arbor Nurseries .....	2	Weller Nurseries Co. ....	30
Fairview Evergreen Nurseries .....	27	Musser Forests .....	24	West Hill Nurseries .....	32
Fertigator Co. ....	48			Westminster Nurseries .....	22
Forest Nursery Co. ....	30	Nash Mole Traps .....	48	Williams, Isaac Langley .....	20
Foster Nursery Co. ....	32	National Landscape Institute .....	37	Williams & Harvey Nurseries .....	50
Fricke Co., I. E. ....	55	Natorp Co., W. A. ....	30	Willis Nursery Co. ....	16-55
Fuller Wheel Hoe Co. ....	52	New Amsterdam Import Co. ....	49	Wonderland Nurseries .....	28
		Newport Nursery Co. ....	31	Wyoming Nurseries .....	29

## SPECIAL A. A. N. PRE-CONVENTION NUMBER --- OUT JULY 15

Now reserving space and setting advertisements.

See page 39 for full details of the year's outstanding issue.

For the next regular issue, June 1, forms will close May 17.





# The "PLANTING URGE"

PAYS YOU MORE

with

## CLOVERSET POTS

Most people get the "Planting Urge" after the best planting time is over for dormant stock. That is why so much dormant stock is planted too late to keep the customer satisfied and happy. Cold, disagreeable spring weather is ideal for planting . . . BUT NOT FOR THE PLANTER . . . he waits for warm sunny days.

It's so much easier and profitable to work with nature . . . by getting your stock ready for heavy sales at the very time the "Planting Urge" is strongest. Cloverset Pots provide the best way to work with nature.

This year . . . **BE READY** . . . let the "Planting Urge" and Cloverset Pots **INCREASE YOUR PROFITS** on roses, shrubs, perennials, vines, fruit trees and other stock. **ORDER NOW.**

**HURRY! Order at Once**  
**You Must Start Immediately to**  
**Have Stock Ready for The "Planting**  
**URGE." IMMEDIATE SHIPMENTS**

**DON'T DELAY**  
SEND FOR THIS FREE  
BOOK TODAY.



**SEND ONLY 25c FOR SAMPLES**  
OF ALL FOUR SIZES. WE PAY THE POSTAGE.

Correct Size for  
Every Purpose



**No. 0**  
For perennials  
and greenhouse.



**No. 1**  
For perennials  
and MUMS.



**No. 2**  
For roses  
and shrubs.



**No. 3**  
For large shrubs  
and transplanting.



**NEW No. 4 POT**  
**Now Ready**

This larger pot is ideal for large shrubs, fruit trees and evergreens. Send for descriptive literature and prices. Sample postpaid for 25c.

Read the true story and history on starting and selling plants in bloom and full foliage for greater profits—the Cloverset way. Over twenty photo pictures and complete descriptive material taken from our own profitable testing grounds.

**ORDER NOW!**  
**FREIGHT SHIPMENTS**  
**ARE SLOW**

Ask about **DISCOUNTS** and **FREIGHT SAVINGS** on carload and group car shipments.

Practical Nurserymen for 25 years.

### COMPARE THESE PRICES (STANDARD HEAVY)

Price List	No. 0	No. 1	No. 2	No. 3
Height	5½ ins.	6½ ins.	9½ ins.	9 ins.
Diam. Top	5 ins.	6 ins.	7 ins.	8 ins.
Bottom Diam.	4½ ins.	5½ ins.	6½ ins.	7½ ins.
Corresponding Clay Pot	6-in.	7-in.	8-in.	9-in.
Approx. Weight Per 100	35 lbs.	52 lbs.	78 lbs.	88 lbs.
Per 100	\$3.00	\$4.25	\$4.75	\$5.25
Per 1000	\$27.50	\$40.00	\$45.00	\$50.00

## CLOVERSET FLOWER FARM

ERNEST HAYSLE & SON

105th Street and Broadway, Kansas City 5, Mo.

## AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*

Joan L. Kilner, *Assistant Editor*

### Editorial

#### THE VOTES OF CUSTOMERS.

In a study of the advantages of the free enterprise system, prepared by a number of leading economists of this country, was suggested the idea of the price system as an instrument of democracy. Its value was set forth in the functioning of a free market as contrasted with a government-controlled economy. Every customer—who may be considered a member of the democratic economy—is continually casting votes. His vote is in favor of one article of merchandise as against another. The vote is in favor of one producer or distributor, as against his competitors. The vote may be against paying a particular price for a commodity today, though perhaps the vote will be cast in favor of that price under different circumstances tomorrow. Every time the housewife buys groceries or buys plants for her garden, she is casting votes, in the form of dollars. These votes have a genuine effect upon the success and failure of those who may be favored or the contrary.

The votes of the buyers are influenced by the campaigning of the candidates in the form of aggressive salesmanship. Sometimes this campaigning is in the form of direct advertising, and sometimes it is in the form of market development, a term which may be described as the creation in the people of desires which they did not know they had and, more frequently, changes in the relative rank of their desires.

As a matter of fact, every businessman is affected by the voting, whether he engages in the campaign to get votes or not. If you are more interested in producing your plants and in the mechanics of their distribution than you are in influencing the electorate, you have the same chance as the political candidate who makes no campaign while his competitors are courting laryngitis.

The customers' votes are influenced not only by direct solicitation, it is true, but also by past record and performance. The quality of the stock ordered, the way it is handled and, equally important, the way the customers are handled, all influence the votes. Do not forget that the harsh word or the frown can have

an adverse effect, particularly if a competitor is showing the smile and hand shake of the politician in action.

The picture of the customer as a voter is one which the owner of a business might well foster among his help, particularly those employees who meet the public. One and all, we are seeking favor in the market place. Perhaps if we took a leaf out of the politicians' handbook, we should fare better in obtaining the customers' votes.

#### MAILING LISTS.

The large number of nursery catalogs as well as other mail received at this office addressed to the former street number, although the offices of the American Nurseryman were moved to their present location six years ago, and the quantity of duplicate catalogs received (five of the same catalog from one firm, for example) lead one to infer that many nursery firms constantly add new names to their mailing lists but do little else in the way of keeping them up to date. It is no wonder that some wholesale firms have mailed out more price lists than there are bona fide nurseries in the country or that some firms, both wholesalers and retailers, report response to their mailings from an unusually small percentage of their mailing lists.

The ideal mailing list is one that contains all your prospects and only your prospects. If it is incomplete, you may be losing sales. If it contains duplicate names, you are losing money. And if it contains obsolete names and addresses, you are losing both sales and money.

Keeping a mailing list up to date is a task that requires regular attention. Even at this busy season it would be a good idea to delegate the responsibility of this job to someone in the nursery office.

Nurserymen should find it to their benefit to take advantage of the service of the post office in returning undeliverable mail or in notifying the sender of change of address. Undeliverable mail of first class is returned by the post office when the sender's name and address appear on it. Undeliverable mail of the third and fourth classes which bears the pledge of the sender that the postage for its return will be paid will be returned and the postage due collected upon delivery. In cases of the removal, either local or otherwise, of

the addressee of ordinary mail of the third or fourth class, the new address of the addressee, if known, will be furnished to the sender on the post-office form 3547, provided the matter bears a request together with the sender's return card and a guaranty that the postage for such notice will be paid. Further information for securing the return of undeliverable mail or for receiving notification of change of address may be had by inquiring at your local post office.

The return of undeliverable mail or the notification of change of address is a valuable service if the information is used to keep the mailing list up to date. Another useful hint for making changes of address and adding new names to the mailing list is to check the news items in each issue of this magazine.

#### FOR THE SUGGESTION BOX.

Response to the proposal made on this page recently that readers conduct their own suggestion box through these columns brings up a highly interesting topic.

A prominent landscape firm suggests discussion of all phases of landscape planting and writes: "In particular at this time we wonder whether any readers can furnish for printing a chart showing the recommended sizes and quantities of all the materials that go into the planting, fertilizing, guying and mulching of landscape sizes of trees, both evergreen and deciduous. Since this is one of our specialties, we have our own charts and would gladly offer them for publication, but are also interested in seeing others as well."

With this start, the editor invites other landscape firms to send their charts or tables on this phase of their work. Then a composite picture can be presented, or a comparative study, without identification of individual firms. The results should be of real profit to all who participate. Will you contribute?

THE new address of Platt's, nurserymen and landscape architects, is Route 42, Highway 218 W, Waterloo, Ia.

THE Fred Bender Nursery has changed its post-office address from Rural Route 6, Box 1210, Sappington, Mo., to Rural Route 14, Box 1000, Affton 23, Mo.

# Floridians Hold Colorful Convention

A near record crowd of 380 nurserymen, florists and guests from Florida and nearby states gathered April 18 to 20 at the Soreno hotel, St. Petersburg, for the twenty-seventh annual convention of the Florida State Florists' and Nurserymen's Association. Both business meetings and indoor and outdoor entertainment features were held under ideal climatic conditions that every convention committee would like to supply. A further welcome condition was the ample hotel accommodations for meetings and entertainment, as well as for lodgings.

A fine job of decorating the hotel lobby and meeting rooms was done by local nurserymen and florists. Several nurserymen brought in many 15 and 20-foot balled and burlapped palms as well as other tropical plants of various sizes. Supplementing this decoration, which was done under the supervision of Charles Wedding, Soules Nurseries, St. Petersburg, local florists supplied fresh flower decorations suitable for each occasion.

A buffet supper in the ballroom of the Soreno hotel followed by the spectacular crowning of the 1948 orchid queen, Dorothy Trimble. St. Petersburg, was the first event of the 3-day meeting to bring all the conventioners together. The 1947 orchid queen, Jeanne Holmes, Tampa, daughter of Jack O. Holmes, received the attendants of the court of honor as they approached the throne in their lavish gowns with orchid bouquets. All the members of the court were members of the nursery or florists' trade in Florida and included Jeanette Beylea, St. Petersburg; Deborah Fennell, Tampa; Julie Thomas, Lake Worth; Jackie Bartlett, Tampa; Barbara Ruskin, St. Petersburg, and Ginger Stott, Miami, in addition to Miss Holmes and Miss Trimble. A get-together party and dancing followed in the ballroom.

## Election of Officers.

Among the principal business transacted at the convention was the election of officers, the results of which were announced at the annual banquet and ball.

State association officers elected for 1948 are William A. Nipper, Tampa, president; William Phillips, Tampa, vice-president; Harold A. Turner, Boca Raton, treasurer, and C. Leslie Whipp, Callahan, secretary. Calvin D. Kinsman, Miami Beach, is vice-president of the nursery group,

and Miss Betty Haynes, St. Petersburg, is vice-president of the florists' group.

Reelected to head the nurserymen's group were Calvin D. Kinsman, Miami Beach, president; Frank Stott, Miami, vice-president, and Paul S. Meares, Largo, secretary-treasurer.

With Miss Haynes heading the florists' group, Charles Coffey, West Palm Beach, was elected vice-president and W. C. Phillips, Tampa, secretary-treasurer.

## Opening Joint Meeting.

A joint meeting of florists and nurserymen Monday morning was



E. W. McElwee.

opened by the convention chairman, Betty Haynes, St. Petersburg. Following the singing of the national anthem and an invocation by the Rev. A. H. Glasure, the members of the association were welcomed by the mayor of St. Petersburg. Fred Wesemeyer, A & W Bulb Co., Clearwater, immediate past president of the association, responded and presented the mayor with a basket of flowers. And Jack Holmes, Jack O. Holmes, Inc., Tampa, responded similarly to the welcome by the chamber of commerce.

A number of notables in attendance from Florida and out-of-state guests were introduced by George L. Taber, Jr., Glen St. Mary Nurseries, Glen St. Mary, vice-president at large. Mrs. Julie Thomas, Lake Worth, president of the association, gave a resume of important events of the year affecting the organization. Calvin Kinsman, Kinsman Land-

scape Co., Miami Beach, president of the nursery group, reported for that branch of the association. Betty Haynes reported for the florists' group and O. S. Baker, Miami Beach, reported for the greenkeepers. C. Leslie Whipp, Callahan, secretary, reported, and Harold A. Turner, Boca Raton, gave the treasurer's report, which showed over \$1,400 as the total assets of the association.

Guest speaker on the morning program was Prof. E. W. McElwee, of the department of floriculture, Mississippi State College, who presented statistics showing the development of the south in recent years and how it has affected the florists' and nursery industries. He believed that the south is developing more rapidly than other sections, creating new income consumers for florists and nurserymen. He said from 1869 until about 1929 the south was an economic problem of the nation, but this situation was fast changing with increased mechanization and industrialization. Formerly, he said, a low volume of medium quality at a low profit was the average production, but now better quality and more production point the way to better times. He pointed out that the horticultural production in the south does not begin to meet the need. Nurserymen and florists in Mississippi fail by ninety-five per cent to produce the amount of stock sold. Georgia fails by ninety-four per cent to produce the number of ornamental plants needed. As a whole the lag is about seventy-six per cent for the south.

He also pointed out that the number of nurserymen and florists in Florida alone was decreasing at the rate of twenty-eight per cent each year. He cited, however, that there had been an increase in the value of products sold of 144 per cent in Florida, and a \$9,000 income per year was realized from horticulture establishments in Florida.

He pointed out the need for some well balanced perennial nurseries in the south and stated that he could not name a single such nursery in the south.

## Nursery Group Hears McElwee.

Following luncheon, the florists held a separate meeting at which a school of floral design for retailers was one of the features and guest speakers were Jack Weinstock, Weinstock's Flower Shop, Atlanta, Ga., and W. E. Joy, Columbus, Ga.

At the same time the nursery



group held a separate meeting in the Palm room. Calvin D. Kinsman, Kinsman Landscape Co., Miami Beach, president of the nursery group, presided. Following a report of the secretary-treasurer, Paul S. Meares, the introduction of guests and visitors and the appointment of committees, Prof. E. W. McElwee, department of floriculture, Mississippi State College, addressed the group. Speaking on the long-time effect of industrial landscaping, he said that this was a relatively new field to the south but rapid headway was being made. He mentioned such recent examples as the landscaping of the new Phillips Milk of Magnesia factory at Gulfport, Miss.; the Johnson & Johnson factory in Georgia, and the Dr. Pepper factory in Alabama.

Turning to home landscaping, Professor McElwee said that there is a lack of appreciation on the part of the public for what is involved in landscaping a home. People are inclined to think they are overcharged. Most customers' criticisms are of service rendered rather than of plants received. Professor McElwee said the public should be educated to the fact that landscaping is a worth-while lasting effort and suggested that this might be a public relations project of the association or of a group of nurserymen rather than of the individual nurserymen.

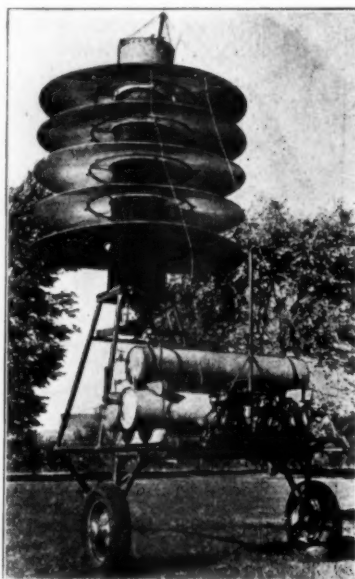
There is a need for trained personnel for the field, especially in the south. Professor McElwee thought that current expansion of programs in the horticultural departments in the universities of several southern states was a hopeful sign, and these expansion programs also held promise for much research on production problems peculiar to the southern section.

Because of the climatic peculiarities of the south, a different type of stock is needed than in other sections of the country. As in all sections, homeowners want a quick but lasting effect from their plantings. Because most plants are relatively fast-growing in the south, this is a difficult condition to maintain, and plants soon become out of bounds. Professor McElwee thought this problem might be solved in part by using slower-growing plants and better grades of plants even in the larger sizes. Both the large slow-growing plants and dwarf plants are lacking in many southern nurseries, he said. However, there has been a marked change in the use of plants from the usual plantings of arborvitae and privet. Some plants of uncommon use which he recommended for the south included Mentor barberry, Harland boxwood, the

low firethorn, such as *Pyracantha coccinea pauciflora*, and *Rhodotypos scandens*.

He said that one of the most frequent complaints of nurserymen about customers was that they often showed a lack of interest after plants were installed and did not give their grounds the proper care. On the other hand, he said that perhaps more enthusiasm on the part of the nurseryman for his own product was needed. He said that plants should be sold for their special characteristics and adaptability rather than just as plants themselves.

Turning to other nursery problems for the south Professor McElwee



Infrared Frost Disperser.

stated that irrigation of crops was the weak point in the economy of production in the south. He also emphasized soil conservation and crop rotation and pointed out that proper soil practices sometimes lessened the irrigation problem.

Professor McElwee had mentioned the need for more attention to root-pruning practices in the course of his address, and in the ensuing question-and-answer period equipment for root pruning was discussed. It was decided that there was no one attachment for a tractor which would accomplish this, but that it was almost an individual need. C. U. Penney, Miami, stated that there was a good attachment for the Gravelly tractor, although this particular attachment was not manufactured by the Gravelly Mfg. Co. And Max Pfaender, Orlando, described an attachment to the Figley tree digger used by the Sneed Nursery Co.,

Oklahoma City, Okla., with much success.

### A. A. N. Program.

Since Florida and Mississippi are the only two southern states without representation on the board of governors of the American Association of Nurserymen, John B. Wight, Cairo, Ga., executive committeeman for region II, spoke on the accomplishments and activities of the A. A. N.

While plants vary and cultural practices differ in the various parts of the country, he pointed out that sales technique, business procedure and a number of other problems are the same for the nurseryman no matter in what climatic section he does business. Hence comes the need for and the advantage of a national trade association.

Mr. Wight pointed out some of the notable accomplishments of the A. A. N. in aiding the trade during the war years, such as having the nursery industry declared essential to the war effort, largely because of its cooperation in camouflage work with the United States Army engineers, and securing natural rubber for budding ties, tin cans for nursery stock and gasoline and tires as well as a number of other much-needed items.

More recent activities of the A. A. N. have included representing nurserymen in securing favorable quarantine actions, cooperation with the United States Department of Agriculture in new plant introductions which have recently included a number of new azaleas and chrysanthemums especially suitable to the south, registration of new woody plants, fruit varieties surveys, certification of budwood for virus-free budwood for stone fruits, soil conservation information which is to be published soon in booklet form for nurserymen, efforts to keep postal and express rates favorable to nurserymen, the trade promotion program and the gift certificate.

Mr. Wight invited the Florida nurserymen to become members of the A. A. N., and a number expressed their wish to do so and discussed it with him after the meeting.

### Frost Protection Machine Described.

One of the most interesting talks of the convention was given by James Trimble, St. Petersburg, who described a frost protection device which he has built. This machine, which gives frost protection to plants through radiant heat, is patterned after a model built at Michigan State College shown on this page.

[Continued on page 49.]



# Sling's Shots on Selling

By J. H. Slingerland

Dear Joe:

I can see full justification for your complaint that your catalog doesn't get you sales. But first, I'm going to have to ask you to read between the lines of what I'm writing you, and recognize that if I could sit down and talk to you I'd phrase things a lot more gently. That's another way of saying that I'm going to be brief—in fact, abrupt—in expressing myself, because if I try to write a la Dale Carnegie and sugar-coat my criticisms, I think you'd probably miss my points, if you didn't tire from reading too many words. Brevity is a blessing, in that it gets one's message across, although it never, yes, never, lends itself to "tact." So here goes, viewing the pages as a customer who wrote for your catalog only because he wanted to buy flowers:

You use a swell picture of your "factory" on the front cover. You have a very pretty setting for your nursery, and your buildings are well designed. In fact, your office building is very fine looking. But the poor customer only wanted to buy some flowers—not a nursery layout.

Front covers should always be your "show windows." Here is where you should put your best foot forward—and as far forward as possible. Just compare it to the show window in a dress shop—how many customers do you think would be impressed with the desirability of the dresses it sold if the owner filled his windows with those high-speed, heavy-duty sewing machines on which the dresses are made?

The only way to "catch a customer"—and regardless of what you want to call it, you are engaged in a very unladylike chase the minute you go into selling anything—is to put plenty of "frosting" on your sales message.

Catalog covers are the most valuable advertising space you've got. Generally they're heavier, better paper, on which you can get finer reproduction. So put the best item in your nursery on the front cover! It is the one thing the customer sees first—be sure your first impression is your best one.

I've been accused of being selfish about my advertising. But from talking to hundreds of customers, I've found that merchandise—refrigerators, radios, mattresses or flowers—is the most important news in their lives. So I would recommend that

*Wherein a nurseryman submits his catalog, that doesn't sell, to an advertising man and asks "Why?"*

you put the description of that best item right on the front cover with it! That's so darn logical, I'll never be able to understand anyone who doesn't agree. The customer sent for the catalog just to be able to order flowers—the front cover shows a picture of a really swell flower and gets him (or her) all drooling for it, and then says, "Wait a minute, Bub, go and look on page so-and-so if you want it." I could talk about "striking while the iron is hot" and a dozen other cliches, but instead, let's just be logical, save the customer time, satisfy his desire and, for Pete's sake, let the poor guy buy what he wants the minute he sees it!

## Let the Dead Rest in Peace.

When I open your catalog to pages 2 and 3, I start to shudder. Remember, the only possible reason I could possibly have for wanting your catalog is that I am interested in flowers—and, you hope, interested in buying them.

But what greets me—flowers? No! Theoretically, I have to meet your family—all four generations of them! Now I'll bet money that you have the finest ancestors of anybody in the world. I will grant that you have justification in being proud of them. But the biggest bore I know is the guy who always buttonholes me and then bores me silly telling about his kids. Where are these flowers you claim don't sell?

And that inspirational headline that covers the top of two pages—something about "Land'n Sea Nursery—now in its 76th Successful Year." What is the purpose of that headline? At most, there are only three people in the world who care about how old your nursery is, yourself, your mother and your father. All the customer wants to know is, what can you do for me today—now—this minute, when I want to buy.

By the time your customer gets to page 2 he should be drooling so badly that he's already reaching for his checkbook and wondering where he put the postage stamps the last time he used them. But no; instead, he's getting the "cold treatment," soaking up an admiration for your noble forebears. Or, more serious to

your business, he's getting ready to drop your catalog in his wastebasket.

And frankly, Joe, isn't that seventy-sixth successful year stuff kind of "whistling in the dark?" If you were really successful, you wouldn't have to be telling the customers about it—they'd be too busy telling one another to make it worth mentioning.

## Bury Your "Skeletons."

Your page 3 scares me to death! Joe, you step right up and slug the customer with a dozen worries. And you tell him not to order—or at least, you tell him he has to comply with your rules if he wants to order. And the poor guy hasn't even seen a flower yet!

Scan the copy and read the headlines on that page! You were so busy thinking of yourself, you forgot to think of the customer! "Express Is Expensive"—"Big Shipments Cost Less"—"Minimum Order \$5.00"—"How We Pack"—"When We Ship." You see what I mean by brevity not lending itself to tact back in my first paragraph?

All those things are the "skeletons in your closet." Keep them in your closet—don't set them up in your living room. Get your guest in first—get him interested—then tell him the facts of life when he wants your flowers so badly that the terms will look like molehills instead of mountains. Put the "information" pages in the back of your catalog!

Then, be sure to phrase them as though you were helping the customer do it the easy way when you give instructions. For example, "We use double-moist super moss for safer shipment." Instead of talking kraft paper and twine, talk "nursery fresh" arrival that assures successful transplanting. Give word pictures of the damp, healthy roots, the supple, live canes. Take the threat out of "Minimum Order \$5.00" by appearing to give the customers something, thus: "5.00 and larger orders Prepaid," and price accordingly. If you really can't afford to fill orders under \$5, the added cost of postage will raise your prices sufficiently to scarce out the "two-bit" buyer—yet the bargain price reduction in the prepaying of "over \$5.00" orders will be readily recognized by the customers you want. As an "earned dividend" it will encourage average customers to build up their orders.

[Concluded on page 58.]

# Nurseries Exhibit at California Show

Exhibits from all over the United States were displayed April 26 to May 2 at the California spring garden show at Oakland, which was described as even more beautiful than last year's event. Despite rain and cold weather during the middle of the week, visitors crowded the show daily to view a reproduction of California's coast line entitled "Western Woodlands" as well as many other attractions. Some persons came simply to enjoy the spectacle, while others carried notebooks and wrote down the names of the new and improved varieties of the particular flowers in which they were interested.

An innovation was a small booth sponsored by the Central California Nurserymen's Association. George P. Sorensen, Sorensen's Select Bulbs, Oakland, was in charge of the booth, which afforded a headquarters for visiting nurserymen, a number of whom came up from southern California for the event, and also provided comfortable chairs for other visitors.

The outstanding exhibit and the sweepstakes winner was a garden designed by John L. McDonnell, McDonnell Nursery, Oakland, which appealed especially to homeowners because of its practicality and beauty. The garden was designed for the homes of persons in the \$10,000 to \$12,000 a year income bracket. An excellent display for a corner in a large rustic estate was constructed by the E. James Nursery, Oakland.

An exhibit entered by the Gomes Nursery, Oakland, which is shown in one of the accompanying illustrations, featured an outstanding collection of rhododendrons, azaleas and tree ferns. Included among the rhododendrons were Cottage Garden Pride, White Diamond, Purple Splendour, Lord Roberts, Alice, Eureka Maid, King George, Unknown Warrior, Countess of Sefton, Mrs. Lindsay Smith, Lavender Girl, Beauty of Littleworth, Sappho, Rainbow, Fragrantissimum, Pink Diamond, Loderi, Unique and Mrs. Earl Warren. Masses of blooms around the border of the display included *Rosaeflora*, *Ledifolia alba* and Goldsworth azaleas.

Pictured on this page is the display of the Berkeley Horticultural Nursery, Berkeley, which featured a pool with a doe and fawn near by. Azaleas, including *occidentalis*, *Hexe* and *Altaclarensis*, and rhododendrons were banked against the redwoods and pines.

A merit certificate was awarded the Montclair Nursery, Oakland, for a new introduction of a hybrid leptospermum, *Red Damask*. The exhibit included a well arranged selection of hydrangeas, bleeding hearts, azaleas, rhododendrons and shrubs.

In another arrangement of rhododendrons and azaleas, sponsored by the East Bay Nursery, Berkeley, rhododendrons were placed high on a cliff near a waterfall. Azaleas, caladiums and camellias were built up to

the higher level from the floor of the show.

The Mariposa Ranch Iris Gardens, Altadena, offered an interesting collection of bearded irises, including *Fortune*, *Elmohr*, *Chief Poking Fire*, *Cherry Blue*, *Lady Mohr*, *Caroline Burr*, *Sylvia Murray*, *Painted Desert*, *Blue Shimmer*, *Golden Eagle*, *California Peach* and *Spendthrift*.

An award for superior landscape design went to the landscape department of the California Nursery Co., Niles. The firm featured tulips, daffodils and azaleas in a well planned display in which white azaleas, backed with shrubs, bordered a rocky creek and waterfall. *Sunkist* and *The Bride* tulips and *Cheerfulness* daffodils were also planted in this exhibit, a section of which is shown in a photograph on the opposite page.

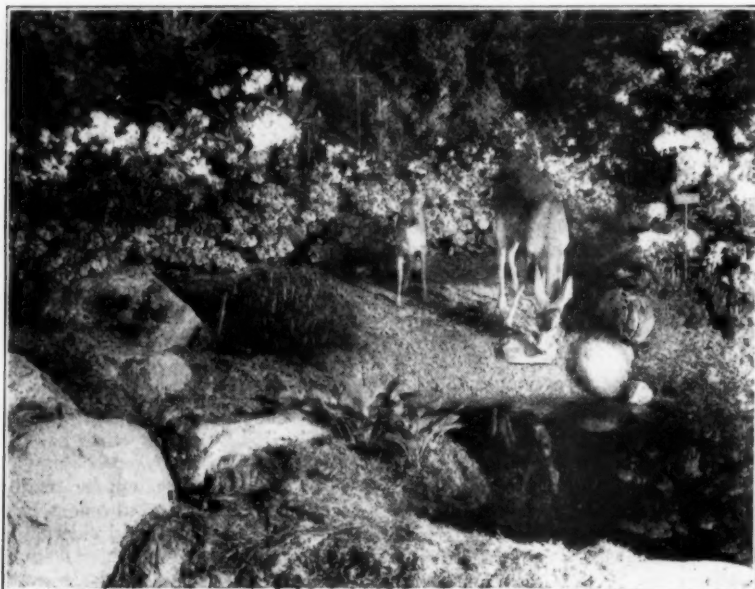
Other firms participating in the show included *Birchland Gardens*, *San Rafael*, which exhibited tuberous begonias; *Sunset Nursery*, Oakland, which featured a waterfall and also designed a huge bowl of moss filled with pelargoniums, ranging from white to dark red and including *Shasta*, *Pink Gardener's Joy*, *Azalea* and *Marie Roeber*, and *Martin & Overlach*, *San Francisco*, which sponsored an interesting collection of white, pink, rose and purple azaleas around a waterfall, including *Miss Cottage Garden*, *Avalanche*, *Purple King*, *Snowbird*, *Torch*, *Bridesmaid* and *Sunstar*.

Dressed in a Dutch costume, Peter Valinga, Burlingame, presided over a display of tulips, among which was the parrot tulip, *Violet Queen*. In addition to domestic-grown flowers, there were cut tulips which had been flown over from Holland for the show.

*Shaffer Bros. Tropical Gardens*, *Santa Cruz*, displayed anthuriums, and *Crombie Nursery*, Oakland, featured specimens of *Talisman*, *Mrs. Sam McGredy*, *Chief*, *Picture*, *Fred Edmunds*, *Angels Matier*, *Sonata* and *Mrs. Prens* roses.

Among the pelargonium exhibits was that of the *Kerrigan Nursery*, Oakland, which presented dark red *Marie Roeber*, *Red Velvet*, *Harriette* and other well known varieties.

*Sunnyside Nurseries*, Oakland, entered a garden of azaleas, hydrangeas, *Margo Koster* roses, *calceolarias* and tuberous begonias, and bearded irises were displayed by *Martin's Gardens*, Oakland, including *Santa Clara*, *Golden Madonna*, *China Rose*, *Snow Flurry* and *William A. Setchell*.



Doe and Faun Featured in Exhibit of Berkeley Horticultural Nursery.

The California Horticultural Society entered an educational exhibit, limiting it to introductions by members of the society. Toichi Domoto, Hayward, exhibited tree peonies; Victor Reiter, fuchsias, and P. H. Brydon, rhododendrons.

#### FETE NURSERYMEN BEFORE CALIFORNIA GARDEN SHOW.

Officers of the California Association of Nurserymen and other nurserymen visiting the California spring garden show April 26 to May 2 at Oakland were entertained by the Central California Nurserymen's Association during their stay.

Highlights of the program planned for the visitors included a cocktail party the evening of April 26 at the Hotel Claremont, under the chairmanship of John L. McDonnell, McDonnell Nursery, Oakland.

Arrangements for the various events were under the direction of Elmer Merz, Sacramento, executive secretary of the California Association of Nurserymen. Mr. Merz was assisted by Albert H. Quatman, Jr., Van's Nursery, Oakland, and George P. Sorensen, Sorensen's Select Bulbs, Oakland, secretary of the Central California Nurserymen's Association.

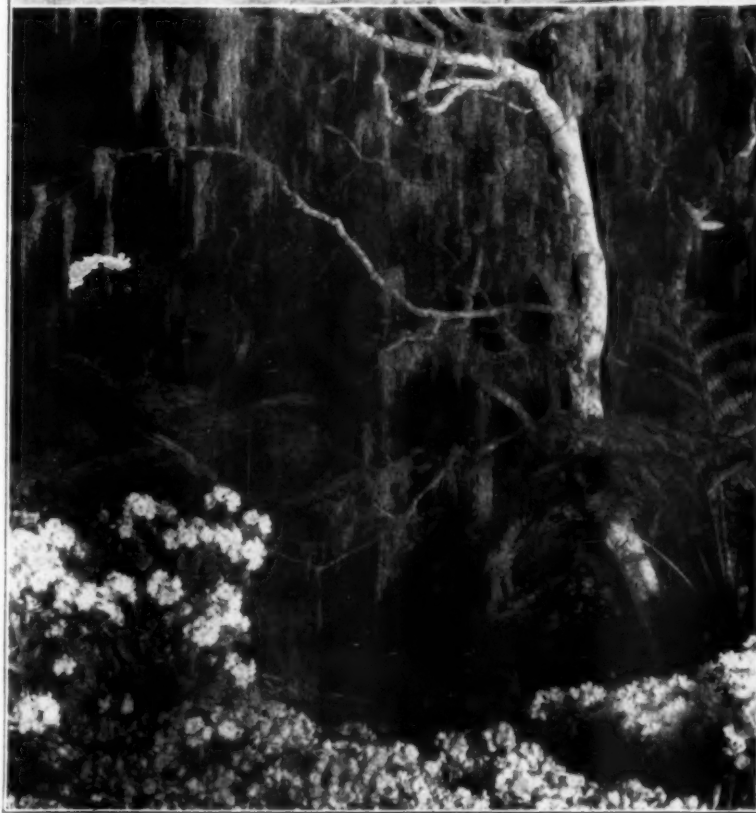
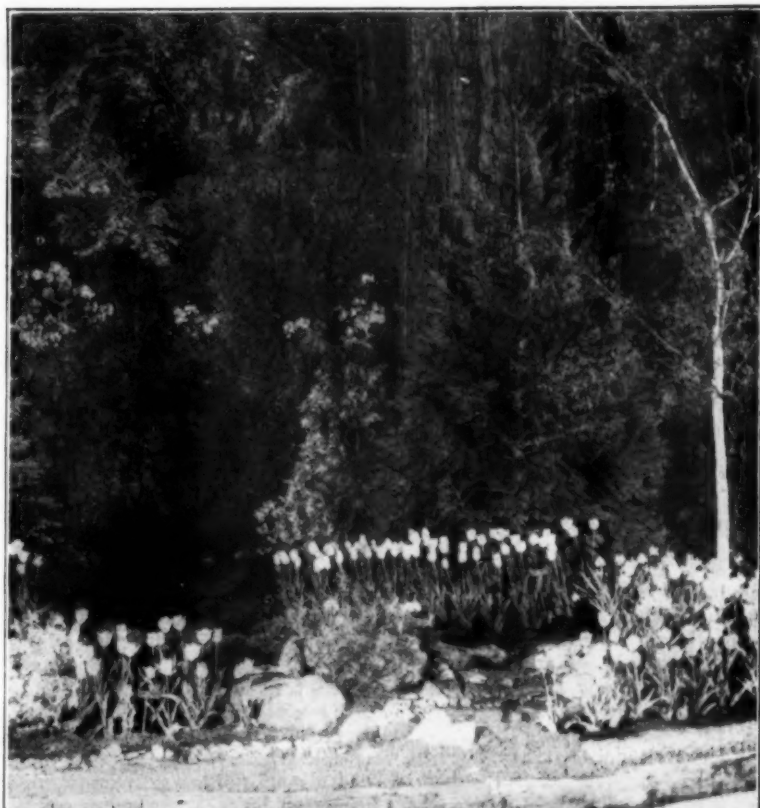
A registration for visiting nurserymen attending the show was held at a booth just inside one of the entrances.

#### HOME BUILDING.

Home building in March was twenty per cent above the February level, an increase exceeding the usual spring upturn. According to the National Association of Real Estate Boards, the market has recently been featured by a steady demand for vacant land and by a high volume of new construction.

Figures compiled by F. W. Dodge Corp. reveal that new construction contracts, both residential and non-residential, in the thirty-seven states east of the Rocky mountains, aggregated \$1,986,936,000 during the first quarter of 1948. This volume surpasses last year's first-quarter record by twenty-three per cent. The Dodge survey indicated that residential volume is running about the same as last year, but that nonresidential contracts and heavy engineering awards have increased forty-two per cent and forty-six per cent, respectively.

RAYMOND E. KISSINGER has purchased the nursery owned by the late James K. Wingert at Chambersburg, Pa., and plans to sell evergreens for landscaping.



Upper: Prize-winning Landscape Exhibit of California Nursery Co.  
Lower: View of Rhododendron-Azalea Woodland of Gomes Nursery.



# Types and Values of Understocks

By C. A. Chandler

Understocks may be either seedlings or cuttings on which scions of fine varieties are grafted. This grafting is done with varieties that will not come true from seeds or will not root from a cutting.

The following is a summary of some observations of the past few years on the handling of different varieties of understocks for the purpose of perpetuating fine varieties of evergreens.

After experimenting with many kinds of understocks a conclusion has been reached that seedling *Juniperus virginiana* understock is the most satisfactory and produces the healthiest trees. The different varieties of understocks that we have tried in our nurseries include Andorra, chinensis, Greek, hetzi, Irish, kosteri, pfitzeriana, prostrata, scopulorum and virginiana junipers and arborvitae.

Virginiana understock has proved the best.

Andorra understock can be had easily from cuttings. Its only advantage is that it will dwarf the tree and make it more compact, but after three years the tree declines and blights at the bottom.

Canaerti has done fairly well on Andorra.

Chinensis understock will pass for grafting chinensis varieties.

Greek understock is an all-around failure and was a sad experiment with us.

Irish understock, I understand, is much used in the east, but with us it has proved a costly experiment.

Several years ago, at a convention of the American Association of Nurserymen at Chicago, I was inquiring around for 30,000 *Juniperus virginiana* understocks. One of my good friends said to me, "Oh, go home and make them."

I said to him, "I wish you would tell me how to go home and make them."

His reply was, "Have you any Irish juniper and a lath house?"

I told him that I had plenty of Irish juniper, and he said that was all that was necessary.

I went home, built a lath house, made several thousand Irish juniper cuttings and put them in sand in the lath house. We had several days of dry, 100-degree weather and lost all

of them; none rooted. We do not have the humidity they have in Ohio along the lakes.

But we were not discouraged. When the summer heat was over we made cuttings again, this time putting them in sand benches in the greenhouse where we could control the temperature and humidity. As a result they rooted almost 100 per cent. Later that fall we potted these in 2½-inch clay pots and grafted them that winter. We made several varieties on this Irish understock. The following spring we lined them out in the field. They grew and looked fine the first year, better the second, but the third season they began to burn at the bottom. We think it was the fourth or fifth season that we bulldozed them out and burned them.

I wish that instead of going to that convention I had taken a trip to Europe or some other foreign place. The advice that my friend gave me cost over \$20,000—that is, if I had had good, finished stock on virginiana and sold it at the prevailing price.

Kosteri, pfitzeriana and hetzi understocks are still in the experimental stage.

Scopulorum understock does not have so good a root system as virginiana.

Several years ago a customer of ours at Denver told us to put his scopulorum varieties on scopulorum understock, which we did. One summer, while in his nursery, he and I observed that the scopulorum varieties on scopulorum understock were not so large or of so good color as some varieties in the same field that were grafted on virginiana. We both decided then and there to discard scopulorum understock.

Now as to the arborvitae understock. We do not put juniper on arborvitae. Before we were making grafts we bought several hundred from a person in Illinois to line out. About one-half of them died the first year and more the second season. Those that made their own roots seemed to survive, but poorly. In going through this block one summer I noticed an arborvitae sprout coming up from below the graft. When I asked the man from Illinois about it, he said he always used arborvitae for understock. This was another costly experience.

These are some of the reasons we have settled on *Juniperus virginiana* for understock, but even virginiana

understock has some drawbacks. A year ago last fall we bought 10,000 virginiana understocks from Wisconsin. They seemed to be all right when they arrived, but after all the work of grafting had been done, we took them out of the closed cases and found there was a fifty per cent loss. We try to have a strain that is as near blight-proof as possible, and we spray them several times a year with special Semesan to keep the blight out.

A few words about the making of grafts. There are six important things to observe and many subheadings under these six. These six are namely:

1. Use good, healthy understock which should make new roots before being grafted.
2. Use good, young scions, eight to ten inches long, if possible. Cut them when not frozen, and keep them moist and in a cool place. Use as soon as possible.
3. Use expert labor.
4. Maintain the proper heat in the closed cases which should be between 75 to 80 degrees.
5. Be careful to have just the right amount of moisture.
6. Maintain proper ventilation. This is necessary to keep mildew from cuttings. After being made, grafts are placed slanting in peat, in closed cases on benches in the greenhouse, with sides boarded up so as to give bottom heat.

If all these steps are closely observed, we obtain almost 100 per cent successful grafts. After planting in the field, grafted plants should do well and make rapid growth with little loss.

## EL PASO EXHIBITORS.

Among the commercial exhibits in the southwestern garden show held May 1 and 2 in the El Paso Coliseum, El Paso, Tex., were those of the Rio Grande Nursery, Evergreen Nursery, Cross Nursery, Black's Nursery & Tree Service, Harris Flower Mart, Palm's Seed Store, Francis Warnock Flowers and Glen McDonald's Greenhouse. The show is an annual event sponsored by the El Paso Garden Club Council.

QUINN'S NURSERY, Lost Creek, W. Va., has been started by J. C. Quinn, who will grow apple trees for retail sales.

Address presented by C. A. Chandler, of the Landscape & Floral Co., Kansas City, Mo., before the recent meeting of the Western Association of Nurserymen.



# Deciduous Climbing Vines

By George Graves

Vines are not major landscape plants. However, they are important because of the finished touch which they can add to the appearance of a garden scene after the background structures and plantings are in place. Their ability to spread over vertical, slanting or horizontal surfaces with the bulk of their growth restricted to two dimensions makes them essential for the completion of many plantings.

So far as the tendency of vines in foliage to cover over is concerned, too much variety in a limited area seems hardly desirable. A wall given to but one kind of vine is a more pleasing feature than a wall draped with an assortment of climbing plants. The same holds true for a fence, a trellis, an outcropping rock or even bare soil in need of a ground cover. Culturally, there are difficulties encountered in trying to extend the seasonal show of foliage which creates a cover by combining different kinds of vines on the same support. Examples of such combinations which have not worked out well are large-flowered clematises with climbing roses and climbing hydrangeas with evergreen euonymus or English ivies. Also, too complete a blanket of climbing growth may not be so pleasing to look at as a partial covering which lets the supporting wall or trellis show through.

Vines are not of value for their foliage alone. Some of them are showy in bloom. In fact, a few of them, such as the clematis and some of the honeysuckles, are grown mostly for their floral displays. Clematis varieties in many cases differ only in color and aspect of blooms. Then, too, fruits such as those of the bittersweet and the true ampelopsis are of ornamental significance.

As a group, the plants classed as vines develop long, thin stems which cannot maintain an upright position. In spite of this, some vines have the ability to extend their growth about as far into the air as near-by support will permit. The manner in which each vine is able to attach itself in order to climb up one of the various kinds of tall frames and bear flowers in the sun depends upon the kind of vine it is, for different vines climb in different ways.

The simplest method of climbing is not really climbing at all, but clambering by means of no special device except perhaps, prickles, as

in the case of the climbing roses. These clambering plants are commonly treated in the old-country manner as wall shrubs; or are trained on trellises built out a few inches from walls. An outstanding example is the top-tender *Jasminum nudiflorum*, with main stems which may grow to be as much as fifteen feet in length. It is well known for its yellow flowers in early spring or during mild periods in winter in the south. Where hardy, the winter jasmine withstands city conditions well.

Another clambering shrub which is not too desirable, however, is the Chinese matrimony vine, *Lycium chinense*. This and other species are well known as shade-tolerant covers for rough structures and rocky areas. The seeds, which develop in the red fruits after the potato-like flowers appear in June, often germinate where they fall, making the plant somewhat of an aggressive nuisance.

Also more or less of a clamberer is the Chinese fleece vine, *Polygonum auberti*, which is covered with panicles of buckwheatlike flowers in late summer. While it will not climb on a wall, the Chinese fleece vine displays remarkable agility in working its way up to the top of a building several stories high by relying upon the support of window blinds, fire escapes and other projections. It is equally attractive when sprawling over stone walls or as a ground cover in rocky places.

Still another important group of vines climbs by twining the stems about tall supports. The twining is accomplished in the same way that a bean plant climbs a pole, by wrapping its tender young shoot tips around the pole, provided the pole is of sufficiently small diameter to permit the growing point to make the coil. The twining is done entirely by the soft, rapidly elongating stem tip. From this fact the grower of such hardy material as wistarias can learn that a plant set at the base of a sizable tree trunk cannot be expected to climb by the twining process. The support is not thin enough. In such a case it will be necessary to support the vine in some other manner until it is long enough to reach among less sizable branches higher up.

Given such a tall support, a wistaria usually displays that irritating habit of not coming into bloom for

many years. In fact, this failure to bloom promptly has given rise to a popular notion that some wistarias are incapable of bearing flowers and that they are barren. The truth seems to be that wistarias and some other kinds of vines often do not bloom or at least do not bloom well until they have completely surmounted their supports and can climb no farther. Thus, the height of the support has some apparent control over the flowering behavior. Plants which are trained as shrubs or standards or on low objects such as posts or in a horizontal direction seem to bloom more quickly than those which are located so that they may climb to great vertical distances. This behavior seems as true of grafted plants as it does of seedlings. Attention to the available headroom and the provision of good soil and growing conditions seems to be more important than the age-old practice of root pruning. As for top pruning, methods drawn from both grape pruning and pruning of trained fruit trees seem to be beneficial for the flowering of wistarias in limited spaces. When it comes to dealing with old plants, it is a good rule not to remove any of the old framework stems.

The really important reason for grafting wistarias is to secure plants with flowers that are outstanding and predictable, which is not possible with seedlings. As it is now, too few of the wistarias in commerce are named varieties.

For the sake of greater plant hardiness and longer flower clusters, growers can turn to the Japanese wistarias, *Wistaria floribunda*, rather than *W. sinensis*. Typical Japanese wistarias have violet-colored flowers. For a white-flowered variety, there is *W. f. alba* with racemes up to eighteen inches in length. Some eastern American gardens contain plants of *W. f. macrobotrys*, the long cluster wistaria whose racemes of blue-violet blooms may be as much as a yard long. The flowers of *W. f. rosea* are pale pink and purple. For dark and double flowers there is *W. f. violaceaplana*.

Another rugged, twining plant for high climbing or for covering boulders or rocky areas is the bower actinidia, *Actinidia arguta*. The chief ornamental property of this plant is its large shining leaves on red stems.

[Continued on page 43.]

# Plant Notes Here and There

By C. W. Wood

A correspondent who has been growing a plant under the name of *Asperula gussonei* is puzzled by what he has read about this plant and *A. suberosa*. Since I consider myself to be more a gardener than a botanist, I am only qualified to speak from the former's viewpoint. Although my opinion may not exactly serve the needs of the inquirer, I shall include a few words below in the hope that they may be of some value.

Hortus may be right from the botanist's standpoint when it gives *A. suberosa* as a synonym of *A. gussonei*, but the two plants, as I have had them from several sources in this country and Europe, are certainly not the same. If no other differences existed than that of foliage, green in the case of *A. gussonei* and ashy fur in *A. suberosa*, the plants would be set apart. But in addition, *gussonei* grows four or five inches high, and its culture is easy in any sunny, protected spot, while *A. suberosa* is a little 2-inch mite that requires a meager, gritty soil, such as a scree, where not a trace of dampness will linger near its crown of fur in winter. Both plants have pink flowers, which in *suberosa* take the form of soft pink trumpets. In my opinion, the plant passing in the trade as *A. suberosa* is one of the better rock plants for the careful gardener, never spectacular, to be sure, but always lovely with its mat of ashy fur. Both plants may be grown from seeds, when they are obtainable, and from divisions.

## Western Buttercups.

A correspondent in Virginia asks for a few words on the alpine buttercups of the western mountains. My garden here in northern Michigan is so dry that I can do little with these moisture lovers; as a consequence, my experience with them is limited, and it has been so long since I grew any of them that my memory needs refreshing.

The *ranunculus* is a genus that is to be approached with caution, because the really good plants are generally difficult to handle in the garden and the easy ones are often either weedy or actually pests. Our native species, especially the alpine ones, are known to few gardeners and probably never will be widely popular, except among the enthusiasts. In fact, they are so little known that they are not even mentioned in the books available as this note is written.

I am able to recall only three species at the moment; all of them inhabit high places in the western mountains and require a constantly wet, well drained soil with some shade, no doubt, in the region where this correspondent resides.

*Ranunculus adoneus* is a 3 to 5-inch buttercup from the mountains of Colorado and Wyoming, with large yellow flowers, usually two to each stem. *R. eschscholtzi* grows from three to five inches tall and has bright gold flowers that are a half inch or more in diameter. Both of these plants come from the regions of eternal snows and consequently need a wet moraine or something approximating such conditions when brought to lowland gardens. If I were trying to grow them in Virginia or other regions which have hot summers, I should also give them some shade during the middle of the day.

On the other hand, *R. suksdorfii* is a subalpine which may become a nuisance in a garden meeting its requirements. As I recall my experience here, this plant does not require moraine treatment so long as it receives moisture. Under such conditions it grows up to eight inches in height, producing its bright yellow buttercups in July, and spreads at an alarming rate if it is given constant moisture. I gave my last plant to a friend who has a stream running

through his property, and it took a concrete curb to prevent it from spreading over everything in sight. In my opinion, the *ranunculi* are best grown from seeds, and that is not always successful unless the seeds are fresh, for the plants are notoriously slow germinators.

## Artemisia Lactiflora.

Some recent correspondence with a landscape architect leads me to believe that a note on the Chinese plant whose name is in the headline of this paragraph might be useful at this time. He suggested that familiarity had bred contempt for this noble species, and that is probably true. I suspect that the confusion which brought *A. vulgaris* and another unnamed plant, a veritable pest, into the trade under the name of *lactiflora* may have been a contributing cause.

I can return in memory to the early days of this century and recall the enthusiasm of experienced gardeners over this plant and the splendid uses they made of it, taking great pains to bring it to the height of perfection. I have a notion that it would be even more popular today, if growers would show by example what the plant is capable of doing under good treatment. Among the plantings of years past, I recall one which included this wormwood and the great azure sage, *Salvia azurea grandiflora*, that would prompt any gardener who had an eye

## PERENNIAL PLANTS

### MODERN PERENNIALS

	Per 100		Per 10	Per 100
Achillea The Pearl.....	\$10.00	Dianthus Lucia, 3-in. pots.	\$2.50	\$18.00
Asclepias Tuberosa .....	12.00	Dianthus June Carmine,		
Aster Palmyra .....	15.00	2 1/4-in. pots .....	3.50	25.00
Artemisia Silver King .....	10.00	Geum Princess Juliana...	3.00	25.00
Catananche Caerulea .....	12.00	Penstemon Barbatus .....	1.50	12.00
Delp. Wrexham, Lamartine .....	8.00	Penstemon Pink Beauty...	2.00	15.00
Delp. Belladonna, Bellamosum .....	7.00	Penstemon Rose Elf .....	2.00	15.00
Dicentra Spec., 4 to 7-eye .....	27.00	Polemonium Blue Pearl...	1.50	12.00
Dicentra Eximia .....	18.00	Veronica Crater Lake,		
Funkia, Variegated .....	10.00	Blue .....	2.00	16.00
Gypsophila Oldhamiana .....	8.00	Gypsophila Bristol Fairy,		
Hemerocallis Dr. Regel .....	10.00	2-yr. ....		30.00
Iris, Dwarf Yellow .....	5.00			
Phlox, Assorted .....	10.00			
Salvia Pitcheri .....	12.00			
Tradescantia Purple Beauty .....	12.00			
Tradescantia Delights Blend .....	10.00			
Tritoma Pfitzeri .....	10.00			

25 at the 100 rate. All subject to prior sales.

## VITTNER'S GARDENS

Wholesale Perennial Growers

PHONE: 8180

MANCHESTER, CONN.

MAY 15, 1948

15

# DORMANT, REFRIGERATED, ARP-GROWN



## Heavy 2-year ROSEBUSHES

DELIVERED ANYWHERE IN U. S.

(A. A. N. Standard Grade, or Better, Guaranteed.)

MUST CLOSE 33° WAREHOUSE FOR THE SEASON

**CLEANUP PRICES:** No. 1 35¢ each No. 1½ 27½¢ each No. 2 20¢ each

RED	No. 1	No. 1½	No. 2
American Beauty	254	120	...
Christopher Stone	...	601	...
Francis Scott Key	...	833	...
F. J. Grootendorst	240	...	...
E. G. Hill	200	973	...
Lord Charlemont	...	518	...
Poinsettia	30	1490	...
Red Radiance	3959	2560	...
Syracuse	...	285	...
PINK			
Betty Uprichard	296	51	...
Briarcliff	...	1865	...
Columbia	340	879	...
Dainty Bess	190	529	...
Dame Edith Helen	540	983	...
Editor McFarland	...	1300	...
Mev. G. A. van Rossem	270	120	...
Mme. C. Chambard	300	330	...
Mrs. Lovell Swisher	677	370	...
Pink Radiance	1446	3094	...

CLIMBERS	No. 1	No. 1½	No. 2
American Beauty	339	50	...
Columbia	...	...	210
Dr. Van Fleet	...	460	96
K. A. Viktoria	90	113	60
Pres. Herbert Hoover	150	380	180
Primrose	...	50	260
Red Radiance	167	130	172
Talisman	260	559	155

Multiples of 10 only.

YELLOW and TWO-TONE	No. 1	No. 1½	No. 2
Condesa de Sastago	950	655	...
Duquesa de Penaranda	167	90	...
Golden Charm	...	596	...
Golden Dawn	...	730	...
Golden Ophelia	...	350	...
Heinrich Wendland	50	30	...
Joanna Hill	437	937	...
Julien Potin	130	85	...
Lady Hillingdon	171	138	...
Luxembourg	...	869	...
McGredy's Yellow	...	632	...
Mrs. Pierre S. du Pont	...	124	...
Pres. Herbert Hoover	2455	2395	...
Roslyn	370	395	...
Soeur Therese	2028	1592	...
Sunburst	...	110	...
Talisman	4118	1279	...

WHITE	No. 1	No. 1½	No. 2
Mme. Jules Bouche	447	300	...
Caledonia	578	952	...
F. K. Druschki	425	94	...
K. A. Viktoria	1125	2013	...

POLYANTHA	No. 1	No. 1½	No. 2
Baby Doll	400	...	193
Edith Cavell	1208	263	250
Ellen Poulsen	327	...	157
Golden Salmon	499	543	477
Ideal	965	250	304

Complete list with selected popular patented roses for 1949 will be offered.  
Packaged roses a specialty. Use firm name for wholesale catalog, please.

COME TO THE SOURCE!

Wire or call collect—Phone Tyler 4273

# ARP NURSERY COMPANY

Wholesale Growers with a Conscience

Box 867

Tyler, Texas

—Home of 1948 Texas Rose Festival Oct. 1, 2, 3—

# ***NOW is the time to buy FALL BULBS***



**TULIPS  
HYACINTHS  
NARCISSUS  
DUTCH IRIS  
CROCUS  
SNOWDROPS  
MUSCARI  
SCILLA**

## **WE SOLICIT YOUR BUSINESS**

When you buy from us you are assured of the most favorable prices because:

We are one of the largest importers of Holland bulbs in the middle west.

No entry fees — No cartage fees to and from ship.

No extra insurance — No charge for packing.

Our prices include everything except freight from Ottawa to your station. Many of our customers who formerly bought direct from Holland find they can save money by placing their orders with us. Our source in Holland is one with which we have dealt many years and we know to be absolutely reliable. The bulbs from this source give the finest satisfaction.

## **COMPLETE ASSORTMENT**

A VERY COMPLETE ASSORTMENT of bulbs is available including the newest and best varieties and the leading novelties. Orders for case lots received early in the season will be **PACKED IN HOLLAND ESPECIALLY FOR THE CUSTOMER.**

## **FREE PICTURES**

On orders for 5,000 or more bulbs we will provide free a wonderful collection of more than 100 bulb pictures printed in Holland in natural lithographed colors. Also, we are prepared to furnish large, brightly colored posters for window display.

*Send For Complete Price List*

**THE WILLIS NURSERY CO.**  
"Your Wholesale Nurserymen"  
**OTTAWA, KANSAS**

for lively associations to emulate the example. If the artemisia is treated liberally, there is no trouble at all in growing it up to six feet in height, and I have seen it growing taller than that in soil that had been trenched fifteen inches deep. The artemisia then becomes a most imposing plant, the most spectacular of its season.

### **Hawkweeds.**

Another recent inquiry served to remind me that I have been intending to say a few words about hawkweeds and that other matters have caused me to postpone this discussion. Therefore, I shall take a little space at this time to mention this subject. May I urge you not to allow your experience with the pests in the genus to prejudice you against all hawkweeds, for you will then be missing some truly fine plants?

Because the only hawkweeds that are commonly known are such violent spreaders, the entire genus has acquired a bad reputation among gardeners and nurserymen. Consequently, few of the plants are grown, much to the loss of gardens. It would be a crime, I agree, to sell unsuspecting gardeners a plant of *Hieracium aurantiacum* because they admired the plant's pretty orange-red flowers, without first warning them that the plant would take full possession of the garden in a year or two if it were not restrained, a task few gardeners are able to accomplish. The same holds true of many of the 400 or more other species for which botanists account. But there are exceptions here, as there are in most cases, and we shall now consider a few of them.

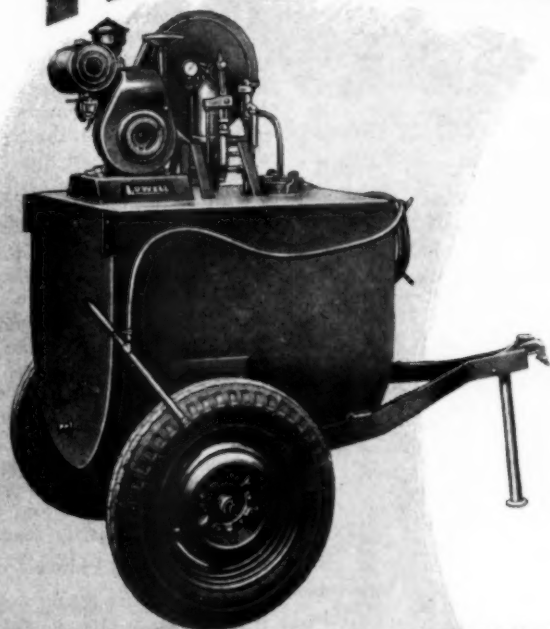
Some of the alpine species tested here were too difficult for the small amount of beauty they were able to contribute to the garden, but there were a few kinds whose ease of culture and beauty, usually unobtrusive, entitle them to consideration. In this group, *H. bombycinum* deserves special mention. The plant does not spread at all, but instead produces a flat tuft of spoon-shaped leaves which are covered with silvery down, making a desirable plant even when it is not in bloom. The plant is really a pleasant sight when it is covered with large yellow daisies on 6-inch stems for about two months in early summer. It is easy to grow in any light, well drained soil and has proved indestructible here so far as low temperatures are concerned.

In *H. alpinum* the silvery fur is replaced by blackish hairs which cover the entire plant, creating an entirely different effect than *H. bombycinum*. The golden-yellow flower



# NEW

# LOWELL POWER SPRAYERS



**Lowell SprayCat Model 6480**—For larger spraying jobs. 16 x 5:50 pneumatic tires. Trailer hitch with hand grip release. 150 gal. tank, 4 g.p.m. discharge with 25 ft.  $\frac{3}{8}$ " oil and chemical-proof spray hose and No. 6360 double-nozzle spray gun.



**Lowell SprayCat Model 6415**—Compactly designed. Shown, 100 gal. model, either 2 or 4 g.p.m. discharge, 25 ft.  $\frac{3}{8}$ " oil and chemical-proof spray hose. No. 6060 single-nozzle adjustable spray gun. Also 50 or 30 gal. models with 2 g.p.m. discharge.

## LOWELL *SprayCat* POWER SPRAYERS

**NEW!** Streamlined Designs  
**NEW!** Improved Performance  
**NEW!** Prospects and Markets

Welded tanks, double agitation, improved high pressure pumps, and greater power capacity—these are just a few of the sales advantages the new Lowell SprayCats give you. The most advanced line of power sprayers ever built—now available for immediate delivery. And you can sell them for every spraying purpose—weed killers, insecticides, fungicides, agricultural chemicals, disinfectants, white wash or cold water paints.



**Lowell SprayCat Model 6255**—Easy to handle; easy to store. Automotive-type, pneumatic-tired wheels don't sink in soil or cut sod. In 50 or 30 gal. models with 2 or 4 g.p.m. discharge, 25 ft.  $\frac{3}{8}$ " oil and chemical-proof spray hose. No. 6060 single-nozzle adjustable spray gun.

Fully illustrated folder with complete details . . . selling facts. Write 589 E. Illinois, Chicago 11, Illinois.

**Notes:** All SprayCat Power Sprayers can be fitted with Lowell 11 and 20 foot booms for speedy, large coverage.



# LOWELL

*Manufacturing Co.*

World's Largest Manufacturer of Sprayers and Dusters Exclusively

# LINING-OUT STOCK FROM FIELD BEDS

## Seedlings, Transplants and Rooted Cuttings

X indicates times transplanted. S indicates seedling.

25 at the 100 rate; 300 at the 1000 rate.

500 plants, in a variety of not less than 100 each, at 1000 rate. 10% discount on orders of 5000 plants and over.

	Each per 100	Each per 1000		Each per 100	Each per 1000
<b>Arboretum, Dwarf Globe,</b>			<b>Rooted Cuttings (Continued)</b>		
X, 4 to 6 ins.	\$0.15	\$0.14	<i>Buxus koreana microphylla</i> ,		
<b>Azalea, Ghent Hybrids,</b>			2 to 4 ins.	\$0.10	..
XX, 1 to 2 ins.	.14	.12	<i>Buxus sempervirens</i> , 2 to 4 ins.	.08	..
XX, 2 to 4 ins.	.18	.17	<i>Buxus suffruticosa</i> , 2 to 4 ins.	.08	..
XX, 4 to 6 ins.	.25	.23	<i>Chamaecyparis allium</i> ,		
XX, 6 to 9 ins.	.35	.32	3 to 5 ins.	.08	\$0.07%
<i>Azalea mollis</i> , X, 1 to 3 ins.	.10	.09	<i>Chamaecyparis allium</i> ,		
<i>Azalea mollis</i> , XX, 2 to 4 ins.	.14	.13	5 to 8 ins.	.11	.10
<i>Azalea mollis</i> , XX, 4 to 6 ins.	.25	..	<i>Juniper, Andorra</i> , 3 to 5 ins.	.08	.07%
<i>Cornus capitata</i> , S, 6 to 12 ins.	.08	..	<i>Juniper, Andorra</i> , 5 to 8 ins.	.11	.10
<i>Cypress, Lawson</i> , S, 4 to 8 ins.	.06	.05	<i>Juniperus glauca hetzi</i>		
<i>Cytisus scoparius</i> (Scotch			(Blue apr.), 3 to 5 ins.	.10	.09
Broom), S, 4 to 8 ins.	.06	.05	<i>Juniperus glauca hetzi</i>		
<i>Elm, American</i> , X, 4 to 6 ft.	.10	.09	(Blue apr.), 6 to 9 ins.	.12	.11
<i>Euonymus carrierei</i> , X,			<i>Juniperus glauca horizontalis</i> ,		
4 to 8 ins.	.10	.09	3 to 5 ins.	.09	.08
<i>Euonymus coloratus</i> , X,			<i>Juniperus glauca horizontalis</i> ,		
4 to 8 ins.	.09	.08	5 to 9 ins.	.11	.10
<i>Euonymus europaeus</i> , S,			<i>Juniper, Irish</i> , 3 to 5 ins.	.08	.07%
5 to 10 ins.	.06	.05	<i>Juniper, Irish</i> , 5 to 9 ins.	.12	.11
<i>Euonymus fortunei erecta</i> , X,			<i>Juniperus chinensis pfitzeriana</i> ,		
5 to 10 ins.	.10	.09	4 to 8 ins.	.12	.11
<i>Ilex crenata convexa</i> (bullata),			<i>Juniperus pfitzeriana</i> , Hills		
X, 2 to 4 ins.	.14	.13	Golden, 3 to 5 ins.	.14	.13
<i>Ilex glabra</i> (Inkberry), X,			<i>Juniperus excelsa stricta</i>		
2 to 4 ins.	.15	.14	(Spiny Greek), 4 to 8 ins.	.12	.11
<i>Ilex rotundifolia</i> , X, 2 to 4 ins.	.14	.13	<i>Pieris floribunda</i> , X, flats	.06	.05
<i>Leucothoe catesbaei</i> (Mountain			<i>Retinospora filifera</i> , 4 to 8 ins.	.10	.09
Andromeda), XX, 3 to 6 ins.	.18	.17	<i>Retinospora filifera aurea</i> ,		
<i>Pieris japonica</i> , XX, 3 to 5 ins.	.18	.17	4 to 8 ins.	.10	.09
<i>Rhododendron, Hybrid</i> (Grown			<i>Retinospora plifera aurea</i> ,		
from seeds; from red-blooming			4 to 8 ins.	.10	.09
plants), X, 1 to 2 ins.	.14	.13	<i>Retinospora plumosa</i> , 2 to 4 ins.	.08	.07%
<i>Rhododendron, Hybrid</i> ,			<i>Retinospora plumosa</i> , 4 to 8 ins.	.10	.09
XX, 2 to 4 ins.	.25	.22	<i>Retinospora plumosa aurea</i> ,		
XX, 4 to 6 ins.	.45	.42	4 to 6 ins.	.10	.09
XXX, 6 to 9 ins.	.75	.70	<i>Retinospora squarrosa</i> ,		
<i>Taxus capitata</i> , X, 4 to 6 ins.	.16	.15	3 to 6 ins.	.10	.09
<i>Taxus cuspidata</i> , X, 3 to 5 ins.	.15	.14	<i>Taxus capitata</i> , 3 to 5 ins.	.08	.07%
<i>Taxus cuspidata</i> , X, 5 to 7 ins.	.18	.17	<i>Taxus capitata</i> , 5 to 9 ins.	.10	.09
<i>Taxus canadensis</i> , XX, 6 to 8 ins.	.22	.21	<i>Taxus cuspidata</i> , 3 to 5 ins.	.08	.07%
<i>Viburnum opulus nanum</i> ,			<i>Taxus cuspidata</i> , 5 to 9 ins.	.10	.09
X, 2 to 5 ins.	.10	.09	<i>Taxus hickel</i> , 3 to 5 ins.	.08	.07%

## ROOTED CUTTINGS

Out of Sand

	Each per 100	Each per 1000
<i>Azalea kaempferi</i> , X, flats	\$0.06	\$0.05
<i>Ilex crenata</i> , 2 to 4 ins.	.08	.07%
<i>Ilex crenata convexa</i> (bullata),		
2 to 4 ins.	.09	.08%
<i>Ilex glabra</i> (Inkberry),		
2 to 4 ins.	.12	.11%
<i>Ilex rotundifolia</i> , 2 to 4 ins.	.09	.08%

Order not less than 25 of a variety. 25 at 100 rate; 300 at 1000 rate.

Terms: Cash with order, and no packing charge; otherwise, 50% payment with order, balance C.O.D. and packing charged. All shipments sent express.

Japanese Beetle Certified.

Send for our catalog on liners and finished stock.

**PALLACK BROS. NURSERIES, INC., R. F. D. 1, Harmony, Pa.**

(On Route 19, 31 mi. N. of Pittsburgh, Pa.)

Phone: Zellenople 476J 21

## LINERS

*Taxus capitata*, *Taxus cuspidata*, *Taxus intermedia*, *Thuja pyramidalis*, *Thuja boothii*, *Thuja elegantissima* and other select varieties.

Write for prices.

**Leghorn's Evergreen Nurseries**  
Geer St. Cromwell, Conn.

## ORNAMENTAL EVERGREENS

## Trees & Shrubs

## BAGATELLE NURSERY

P. O. Huntington Station, N. Y.

heads are produced on 4 to 6-inch stems for about a month in the summer. *H. alpinum* seems to need more moisture than *H. bombycinum*.

Like *H. bombycinum*, *H. villosum* is worth growing for its foliage alone. In this case, the leaves are covered with fine white fur, which gives the plant a decidedly woolly appearance, and when its large yellow heads, up to two inches across, appear during June and July, the plant is a real beauty. The *Cyclopedia of Horticulture* says it may grow to four feet in height, and *Hortus* says it may grow to two feet, but here in my garden the plant never exceeded fifteen inches, and I suspect that soil rich enough to produce the luxurious growth described in the books would spoil the beauty of the plant. *H. villosum* spreads somewhat, although not like *aurantiacum*, but a rich soil might encourage it to become rampant. However, a lean soil or a position in a wall where moisture is not plentiful resulted in a restrained growth of the plant, which was always lovely with its white wool and was never troublesome.

Producing still another foliage effect is *H. maculatum*, which has leaves that are spotted red and bronze-purple. To achieve the most marked leaf coloring, the plant should be given a lean soil and a position that is at least partly shaded.

## Red Phloxes.

While the foregoing note was being written a catalog was delivered which lists and pictures a new red phlox, Spitfire, that drew my attention and may interest readers of the *American Nurseryman*. This plant initiated a train of thought concerning red phloxes in general and their uses in gardens.

Old-time growers will no doubt recall the first really red phlox, Coquelicot, with its lovely scarlet-red color, and the impression that it made on the gardeners of that day. Some persons may agree with me that it had the clearest color in its class to date, better, I believe, than the later German varieties, such as Hindenburg, Professor Virchow and Baron von Dedem. When I consider the cherry-reds, dark eyes are not a detraction, but in scarlets, orange-scarlets and rosy-reds any suggestion of mauve deadens the brilliance of the color. Unfortunately, many of that class have this defect. The picture in the catalog revealed that Spitfire is not marked by this defect; so I hope that we now have another good clear red.

Any phlox, except perhaps the pure white ones, may easily be over-

[Continued on page 56.]

# BUNTINGS' NURSERIES, INC., Box 3 Selbyville, Del.

Place your order now for shipment when wanted. All stock listed here can be shipped promptly upon receipt of order. Liberally graded, true to name, best quality stock—offered at attractive prices.

## YEARLING PEACH TREES

	Each	Per 10	Per 100
1-in. and up, heavily branched.....	\$1.00	\$8.50	\$75.00
7/8 to 1-in., 6 to 7 ft.....	.85	7.00	60.00
11/16 to 7/8-in., 5 to 6 ft.....	.75	6.00	50.00
9/16 to 11/16-in., 4 to 5 ft.....	.65	5.00	40.00
7/16 to 9/16-in., 3 to 4 ft.....	.55	4.00	30.00
5/16 to 7/16-in., 2 to 3 ft.....	.45	3.00	20.00
1/4 to 5/16-in., 2 to 3 ft.....	.40	2.50	15.00
<b>Belle of Georgia</b>	<b>Golden Jubilee</b>	<b>Rochester</b>	
Brackett	Greensboro	Shipper's Late	
Carman	Halehaven	Sunhigh	
Crawford, Early	Heath Cling	Summercrest	
Crawford, Late	J. H. Hale	Triogem	
Early Elberta	O'Boy	Valiant	
Elberta	Red Bird Cling	Vedette	
Gage Elberta	Redhaven	White Hale	
Goldeneast			

## APPLE TREES

	2-year Buds	Each	Per 10	Per 100
1-in. and up, heavily branched.....		\$1.05	\$9.00	\$80.00
7/8 to 1-in., 6 to 7 ft.....		.90	7.50	65.00
11/16 to 7/8-in., 5 to 6 ft.....		.75	6.00	50.00
9/16 to 11/16-in., 4 to 5 ft.....		.65	5.00	40.00
Anoka	Jonathan	R. I. Greening		
Delicious	Jonathan, Dbl. Red	Stayman		
Delicious, Dbl. Red	Lodi	Stayman, Dbl. Red		
Gravenstein, Red	McIntosh	Williams Early Red		
Grimes Golden	McIntosh, Dbl. Red	Yellow Delicious		
Hyslop Crab	Red Spy	Yellow Transparent		
	Rome Beauty	York Imperial		

## PEAR TREES

	2-year Buds	Each	Per 10	Per 100
11/16-in. and up, 5 to 6 ft.....		\$1.15	\$10.00	\$90.00
9/16 to 11/16-in., 4 to 5 ft.....		1.00	8.50	75.00
7/16 to 9/16-in., 3 to 4 ft.....		.85	7.00	60.00
Bartlett	Duchess			
Cayuga	Kieffer			
Clapp Favorite	Seckel			

## PLUM TREES

	Each	Per 10	Per 100
11/16-in. and up, 5 to 6 ft.....	\$1.15	\$10.00	\$90.00
9/16 to 11/16-in., 4 to 5 ft.....	1.00	8.50	75.00
7/16 to 9/16-in., 3 to 4 ft.....	.85	7.00	60.00
5/16 to 7/16-in., 2 to 3 ft.....	.75	6.00	50.00
Abundance	Stanley		
Burbank	Shropshire Damson		
Fellenberg	Red June		

## SOUR CHERRY

	Each	Per 10	Per 100
11/16-in. and up.....	\$1.25	\$11.00	\$100.00
9/16 to 11/16-in.....	1.15	10.00	90.00
7/16 to 9/16-in.....	1.00	8.50	75.00
5/16 to 7/16-in.....	.90	7.50	65.00
Montmorency	Early Richmond		
May Duke	English Morello		

## SWEET CHERRY

	Each	Per 10	Per 100
9/16 to 11/16-in., 4 to 5 ft.....	\$1.25	\$11.00	\$100.00
7/16 to 9/16-in., 3 to 4 ft.....	1.10	9.50	85.00
5/16 to 7/16-in., 2 to 3 ft.....	.95	8.00	70.00
Black Tartarian	Napoleon		
Governor Wood	Schmidt's Big.		
Lembert	Yellow Spanish		

## GRAPEVINES

Our Grapes have heavy fibrous root systems, with many lengthy canes at the top. Write for prices on large numbers.

	Each	Per 10	Per 100	Per 1000
<b>CONCORD</b> (blue), <b>CATAWBA</b> (mahogany), <b>NIAGARA</b> (white):				
2-yr., No. 1 grade.....	\$0.25	\$1.75	\$12.00	\$90.00
1-yr., No. 1 grade.....	.20	1.50	9.00	75.00
<b>AGAWAM</b> (red), <b>FREDONIA</b> (black), <b>MOORE'S DIAMOND</b> (white), <b>WORDEN</b> (black):				
2-yr., No. 1 grade.....	.25	2.00	15.00	....
1-yr., No. 1 grade.....	.20	1.75	12.00	....
<b>CACO</b> (red), <b>CHAMPAGNE</b> (amber), <b>DELAWARE</b> (red), <b>PORTLAND</b> (white):				
2-yr., No. 1 grade.....	.30	2.25	18.00	....
1-yr., No. 1 grade.....	.25	2.00	14.00	....

## ASPARAGUS ROOTS

Our Asparagus roots have made a very good growth this season. We are the largest growers of Asparagus in the country. Write for special prices on large numbers.

Varieties: **MARY WASHINGTON**, **PARADISE**

	Per 25	Per 100	Per 250	Per 1000
3-yr., heavy No. 1 grade.....	\$1.25	\$4.00	\$8.25	\$28.00
2-yr., heavy No. 1 grade.....	.75	2.50	4.75	16.00
1-yr., heavy No. 1 grade.....	.60	2.00	3.50	10.00

## RHUBARB ROOTS

Varieties: **VICTORIA**, **MYATT'S LINNAEUS**

	Per 25	Per 100	Per 250	Per 1000
2-in. cal. and up, forcing grade.....	\$2.75	\$9.50	\$22.50	\$85.00
1 1/2 to 2-in. cal.....	2.00	6.50	15.00	55.00
3/4 to 1-in. cal.....	1.25	3.50	7.50	25.00
1/2 to 3/4-in. cal.....	1.00	2.50	5.00	16.00

## BERRY PLANTS, No. 1 grade

	Per 10	Per 25	Per 100	Per 1000
Thorny Boysenberry.....	\$1.00	\$2.00	\$6.00	\$40.00
Thornless Boysenberry.....	1.00	2.00	7.00	50.00
Lucretia Dewberry.....	.60	1.25	4.00	30.00
Cumberland Raspberry.....	1.00	2.00	6.00	45.00
Indian Summer Raspberry.....	1.00	2.00	7.00	60.00
Latham Raspberry.....	1.00	2.00	6.00	50.00
St. Regis Raspberry.....	1.00	2.00	6.00	50.00
Sunrise Raspberry.....	1.00	2.00	7.00	60.00
Blowers Blackberry.....	1.00	2.00	6.00	40.00
Eldorado Blackberry.....	1.00	2.00	6.00	40.00

## PRIVET HEDGE PLANTS

Our soil and climatic conditions are ideal for the production of good Privet, and we guarantee our stock to be as well grown and developed in grade as any in this country. Write for special prices on large numbers.

	Per 10	Per 100	Per 1000
<b>CALIFORNIA PRIVET</b> ( <i>Ligustrum ovalifolium</i> )			
1 1/2 to 2 ft., 3 canes or more.....	\$0.85	\$ 7.50	\$ 60.00
2 to 3 ft., 4 canes or more.....	1.00	8.50	75.00
3 to 4 ft., 6 canes or more.....	1.50	12.50	110.00
<b>IBOLIUM PRIVET</b> ( <i>Ligustrum ibolium</i> ) Can be furnished in exact grades and prices as California Privet listed above.			
<b>AMUR RIVER NORTH PRIVET</b> ( <i>Ligustrum amurense</i> )			
1 1/2 to 2 ft., 3 canes or more.....	1.00	8.50	75.00
2 to 3 ft., 4 canes or more.....	1.40	12.00	105.00
3 to 4 ft., 6 canes or more.....	1.80	16.00	145.00

FREE PACKING FOR CASH WITH ORDER. Our Spring, 1948, Wholesale List offers a complete line of nursery stock. If you did not receive a copy, write us today. When requesting wholesale rates, kindly use your printed stationery. If interested in large lots, kindly submit your list of requirements for special consideration.



# This Business of Ours

*Reflections on the Progress and Problems of Nurserymen*

By E. Sam Hemming

## TRADE PAYMENTS AND DISCOUNTS.

There have been indications from editorials in the American Nurseryman, advertising in the trade papers and lists received in our office that there is already dangerous overproduction in some lines of nursery stock. One can also read in business sections of the daily newspapers that other industries are having some of the same trouble.

Since we nurseryman always have to guess the future and also have to risk the loss of part of a crop, we are bound to risk the hazard of overproduction and also that of underproduction. Yet, there is one phase of the business that tends to make surpluses a symptom—a symptom not of a gamble, but of bad business practices. This bad business practice is the antiquated method of paying bills only in June and December. This system is a hangover from the past century and is a very curious one. It is paradoxical that in an industry where turnover is slow, six months are added to the length of time the grower must wait for his money. It really means that the grower is financing the distributor, who is either of two things, a poor financial risk or an old-time, well founded firm taking an unfair advantage of the grower and bluffing him out of his money. The greater the surpluses, the worse this condition will become until either one or the other or, what is more likely, both will suffer financial loss and even bankruptcy.

The grower who sells on these terms is being unfair to his prompt-paying customers, and if he is financially able, he is then also in the banking business, which seems to be a poor combination. If the grower is a little fellow and the terms are enforced, then this is an unnatural business relationship and will eventually disintegrate. No mutually beneficial relationship can develop under such conditions, and this represents shortsighted policy, and any firm that takes a discount on top of all this is just plain impudent.

There can be only two excuses for terms such as these. One is a young firm just starting out, and the other is an established firm in transitory difficulties. In either case a good business relationship can be established on such terms, but if they are con-

tinued beyond the period of difficulty, then it only perpetuates a sick business that has no intention of placing itself on a sound financial basis.

One's credit rating bears little or no relationship to the size of one's business. Little businesses can be good credit risks, and big businesses can be poor ones. The best indicator of the financial condition of any business is the ratio of current assets to current liabilities, and it bears no relation to the inventory. This is the factor any wise investor looks at before he makes an investment. So look at your own ratio, and do not allow it to drop below a 1 to 1 ratio at the period just before you collect. If you do you are overproducing. An intelligent man may overproduce once in a while on a legitimate gamble, for all business is a gamble, but to repeat just invites disaster.

There is, of course, no complete solution to the problem of surpluses in the free enterprise system, for by its very connotation it makes them a probability (kindly do not think I favor any other system, for the planned society is cursed with the

## AMERICAN NURSERYMAN

opposite, even starvation), but as far as the nursery industry is concerned, trade-wide terms of two per cent ten days, thirty days net, are the best form of inventory discipline.

E. S. H.

## BAMBOO.

We have grown the two hardy types of bamboo, *Phyllostachys aurea* and *P. nigra*, for some years, and although they have many attractive features, we have come to the conclusion that bamboo should be used only rarely in landscape plantings.

Both types are hardy as far north as Washington, D. C. Because of their attractive stems and more or less evergreen foliage, at first thought it would seem they would make an ideal screen or mass planting for certain effects. We were particularly fooled by the fact that rarely does a single root or rhizome establish and take hold. To transplant bamboo successfully it is necessary to take up a sod eighteen inches or more square. Even after transplanting it is usually five or more years before the planting makes a good clump. Our disappointment has come when, after fifteen or twenty years, the clump covers a quarter of an acre or more and, if

## EVERGREENS

	Per 100	Per 1000
<i>Abies balsamea</i> , 4 to 8 ins., seedlings...	\$5.00	\$30.00
8 to 12 ins., seedlings...	8.00	60.00
<i>Pinus strobus</i> , 4 to 8 ins., seedlings...	4.00	25.00
8 to 12 ins., seedlings...	5.00	40.00
<i>Tsuga canadensis</i> , 4 to 8 ins., seedlings...	4.00	25.00
8 to 12 ins., seedlings...	5.00	40.00

All this stock is first-quality, collected material.

Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

**ISAAC LANGLEY WILLIAMS**

P. O. BOX 352

EXETER, N. H.

"A friendly, efficient sales service"

**E. D. ROBINSON**

**SALES AGENCY**

38 So. Elm St. P. O. Box 285  
WALLINGFORD, CONN.

Representing

Adams Nursery, Inc.  
Bristol Nurseries, Inc.  
Barnes Brothers Nursery Co., Inc.  
North-Eastern Forestry Co., Inc.  
A. N. Pierson, Inc.

A complete line of well grown hardy plant material  
Evergreens and Lining-out Stock

## Potted Roses

Two-year, field-grown, budded on Multiflora. Our own northern-grown. Excellent plants, 95c each; \$90.00 per 100.

Ami Quinard, dark red.  
Etoile de Hollande, dark red.  
McGredy's Scarlet, red.  
Killarney, Dbl. White, white.  
Mrs. P. S. Du Pont, yellow.  
R. E. West, yellow.  
Konigin Carola, satiny-pink.  
Mrs. W. C. Miller, salmon-pink.

Also a large assortment of Climbers.  
Call with your truck.

## BROOKVILLE NURSERIES

P. O. GLEN HEAD, L. I., N. Y.  
Nursery and Office  
Rt. 25A, Brookville, L. I., N. Y.

## QUALITY MERCHANDISE AT REASONABLE PRICES

For General List of stock offered, see our display advertisement in the March 1 and March 15 issues.

**C. L. VANDERBROOK & SON**

P.O. Box 125, Sta. "A"

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922.



**SELL**

# INSECT-O-BLITZ, *The Demonstrated* AEROSOL QUALITY LEADER *because...*

## INSECT-O-BLITZ IS HIGH PRESSURE AEROSOL FOR HIGH EFFICIENCY

The whole aerosol insecticide principle is based on enough pressure in the bomb to disperse a fine mist of insect-killing material. A true aerosol expels a mist so fine that it spreads through the room, seeking out flying insects wherever they may be hiding. Insect-O-Blitz is just such a HIGH PRESSURE insecticide. We have not and will not put out a low pressure aerosol until we are SURE that it will be as efficient as our present HIGH PRESSURE Insect-O-Blitz.

## INSECT-O-BLITZ CONTAINS 16 OUNCES FOR GREATER ECONOMY

The selling price of an aerosol bomb is not the whole story. It's what you get for the selling price that counts. Remember that some aerosol bombs contain 12 ounces and some 16. Insect-O-Blitz contains 16 ounces. So, when you compare prices, compare values ounce for ounce and you'll agree Insect-O-Blitz gives you greater economy.

## Display and Demonstrate **INSECT-O-BLITZ** for Fast Turnover and High Profit!

High Efficiency HIGH PRESSURE Aerosol Insect-O-Blitz in FULL 16-OUNCE containers insures your customers complete satisfaction both for QUALITY and ECONOMY. To cash in on the new 40% Insect-O-Blitz

trade discount, install an Insect-O-Blitz window and counter display. Teach one of your clerks to demonstrate Insect-O-Blitz and watch your Insect-O-Blitz sales increase.



This sales-catching counter display piece is available to all Insect-O-Blitz dealers. Ask your wholesaler or write us for a supply.



### CHECK THESE IMPORTANT INSECT-O-BLITZ FEATURES:

- Sturdy Screw-Type Valve...No leaking. Easy to operate. Trouble-free satisfaction for your customers.
- Government Approved...Formulation of 2% Pyrethrum (0.4% Pyrethrins) and 3% DDT combined with High-Pressure Freon Aerosol. Same potent formula used by the Armed Forces overseas.
- Nationally Known...Advertised brand. Insect-O-Blitz is recognized as one of the most effective, trouble-free high-pressure aerosols on the market.
- Full 16 Ounces...Of high-pressure Aerosol in sturdy steel container. Not to be confused with smaller-content, tin beer-can types of low-pressure insecticide bombs.

Trade Discount Increased to 40%

The BROADWAY PASADENA (California) department store "Displayed and Demonstrated" Insect-O-Blitz with this window display, inside floor displays and a demonstrator. Sales doubled after one week and increased over six times after two weeks of promotion.

INSECTICIDE DIVISION  
**INDUSTRIAL MANAGEMENT CORP.**  
458 SO. SPRING STREET • LOS ANGELES 13, CALIFORNIA

INDUSTRIAL MANAGEMENT CORPORATION, Insecticide Division, Dept. Key-5  
458 So. Spring Street, Los Angeles 13, California

Please send me full particulars about the Insect-O-Blitz More-Liberal-Than-Ever discounts, and where I may order a supply.

NAME \_\_\_\_\_

FIRM \_\_\_\_\_ POSITION \_\_\_\_\_

STREET AND NUMBER \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_

My firm is (check one) ☐ Retailer ☐ Wholesaler ☐ Jobber ☐ Manufacturers Agent

## WE WISH TO CONTRACT FOR

We are interested in placing contracts now for the following list of items, delivery to be made either early or late Fall, 1948, as we may desire. Please advise quantities of various items you have to offer and, if you wish, quote your best price.

5000	Abelia Grandiflora, 18 to 24 ins.
3000	Althaea, Dbl., Blue., 2 to 3 ft.
3000	Althaea, Dbl., Red, 2 to 3 ft.
3000	Althaea, Dbl., White, 2 to 3 ft.
1000	Callicarpa Purpurea, 2 to 3 ft.
1000	Kolkwitzia Amabilis, 18 to 24 ins.
5000	Euonymus Alatus, 18 to 24 ins.
5000	Euonymus Alatus Compactus, 15 to 18 ins.
2000	Buddleia Ile de France, No. 1
2000	Buddleia Red Flame, No. 1
5000	Corycanthus, 18 to 24 ft.
1000	Cornus Elegantissima, 2 to 3 ins.
1000	Viburnum Opulus, 2 to 3 ft.
2000	Crape Myrtle, Red, 2 to 3 ft.
5000	Deutzia Gracilis, 12 to 18 ins.
1000	Deutzia Gracilis Rosea, 15 to 18 ins.
5000	Deutzia Lemoinei, 15 to 18 ins.
5000	Euonymus Patens, 18 to 24 ins.
4000	Golden Ninebark, 2 to 3 ft.
1000	Honeysuckle, Korolkowi, 2 to 3 ft.
3000	Honeysuckle, Fragrantissima, 2 to 3 ft.
2000	Honeysuckle, Zabeli, 2 to 3 ft.
3000	Honeysuckle, Pink Tatarian, 2 to 3 ft.
1000	Hydrangea P. G. Tree, 3 to 4 ft.
2000	Hydrangea Domotol, 5/6-in., br., No. 1
3000	Hypericum Aureum, 15 to 18 ins.
5000	Cydonia Japonica, 18 to 24 ins.
2000	Jasminum Nudiflorum, 18 to 24 ins.
2000	Kerria Japonica Flore-pleno, 18 to 24 ins.
3000	Ligustrum Lucidum Compactum, 18 to 24 ins.
1000	Ligustrum Japonicum, 2 to 3 ft.
2000	Lilac, Paul Harriot, 18 to 24 ins., or 2 to 3 ft.
2000	Nandina Domestica, 18 to 24 ins.
10,000	Privet, Regel, 18 to 24 ins.
2000	Rose Acacia, 2 to 3 ft.
1000	Viburnum Tomentosum Plicatum, 18 to 24 ins.
5000	Snowberry, Chenaulti, 2 to 3 ft.
2000	Spiraea Billardi, 2 to 3 ft.
4000	Spiraea Callosa Alba, 12 to 18 ins.
5000	Philadelphus Aurea, 15 to 18 ins.
5000	Philadelphus Virginialis, 2 to 3 ft.
2000	Viburnum Carlesi, 15 to 18 ins.
4000	Viburnum Tomentosum, 2 to 3 ft.
1000	Viburnum Opulus Nanum, 10 to 12 ins.
5000	Vitex Macrophylla, 18 to 24 ins.
5000	Weigela Rosea, 2 to 3 ft.
5000	Weigela, Variegated, 18 to 24 ins.
5000	Euonymus Radicans, No. 1, 12 to 15 ins.
5000	Euonymus Radicans Vegetus, No. 1, 10 to 12 ins.
2000	Honeysuckle, Hall's Japanese, 2-yr., No. 1
3000	Ivy, English, No. 1
1000	Matrimony Vine, 18 to 24 ins.
5000	Rosa Hugonis, 18 to 24 ins.
2000	Prunus Newporti, 4 to 5 ft.
500	Dogwood, Red, 2 to 3 ft.

**C. W. STUART & CO.**

Newark, Wayne Co., N. Y.

### KOSTER NURSERY

Division of Seabrook Farms

Wholesale Nurserymen

BRIDGETON, N. J.

\*\*\*\*\*

Write for wholesale price list of lining-out and specimen stock in better evergreens and shrubs

### We Offer—

EVERGREENS—In a large assortment of PYRAMIDAL and GLOBE ARBORVITAE, PITCHER JUNIPER and YEWs in grades at attractive prices. SOME LARGE SPECIMEN EVERGREENS, SHRUBBERY and SHADE TREES.

Mail want list for prices.

**THE WESTMINSTER NURSERIES**  
Westminster, Md.

there is a mixed planting or the bamboo grows out of bounds into a different planting, the canes come up all through it. In addition, when the growth is really vigorous the underground runners are likely to extend as much as ten feet before sending up a cane.

When the bamboo plant takes possession of a place (sometimes a hard winter will cut it back), it is almost impossible to confine it to a desired area. The plant then must be cut down. The underground runners are usually one-half an inch in diameter, making it almost impossible to grub them out, so that the only effective control is to cut down all the actively growing canes in summer. This will weaken the plant, and the next year it will be feeble enough so that it can be killed.

About the only way bamboo can be used satisfactorily is as a screen beside a natural pool or stream. It has no place in the small suburban lot.

I do not know whether or not it would have any commercial use or value in the southern United States. Here in Maryland the canes grow twelve to fourteen feet high and up to an inch in diameter. The subtropical varieties grow much larger. Here it grows either on dry, poor soil or in moist soil beside streams once it has recovered from its slow start.

E. S. H.

### PLANT PATENTS.

The following plant patents were issued recently, according to Rummeler, Rummeler & Snow, Chicago patent lawyers:

No. 793. Plum tree. DeRoss Kellogg, Milford, Conn., assignor to Stark Bros. Nurseries & Orchards Co., Louisiana, Mo. A new and distinct variety of plum tree, having a similarity to the Compass Cherry plum variety, but distinguished therefrom in respect to the large size of its fruit, superiority of the flavor and good disease resistance of the fruit, hardiness and vigor of growth of the tree, good disease resistance thereof and regularity and productivity of its bearing.

No. 794. Apple tree. Rowland S. Rogers, deceased, late of Bloomfield, Ind., by Everett R. Bridges, administrator, assignor to Stark Bros. Nurseries & Orchards Co., Louisiana, Mo. A new and distinct variety of apple tree, characterized as to novelty by the bright red striped or streaked coloring of the fruit over yellow ground color; outstanding heavy bearing habit of the tree, producing big crops regularly every year; its earlier ripening period relative to Grimes Golden and Jonathan varieties, and the superior eating quality of the fruit.

No. 795. Peach tree. Fred D. Williams, Porterville, Calif. A new and distinct variety of peach tree, characterized by freestone fruit having a substantially higher coloring, which is predominately a deep reddish color, and an almost total lack of fuzz, both as compared to the Elberta and Fay Elberta varieties, but retaining the rich flavor of the fruit of said varieties and equalling the latter in ability to bear, tree vigor, size of crop, freedom from disease and keeping quality of the fruit.

JOSEPH L. PHILLIPS is starting the Marydell Nursery on six acres at Ellicott City, Md.

# Here's proof that **RA·PID·GRO** can be fed thru the foliage

## REFERENCES

State Bank of Farina  
Farina, Illinois  
First State Bank  
St. Peter, Illinois  
Effingham State Bank  
Effingham, Illinois



**Egyptian Nursery & Landscape Company**  
LEO GRAVES AND SON, PROPRIETORS  
FARINA, ILLINOIS

PHONE 64

Jan. 20, 1948

## MEMBERS

Illinois State Nurserymen  
American Assn. of Nurserymen

Ra-Pid-Gro Corp.,  
Dansville, N.Y.

Gentlemen:

Last July we started budding a block of 200,000 Peach Seedlings; after about ten days of one hundred degrees in the shade, the bark began to get tight. We immediately sprayed the foliage of our Seedlings with Ra-Pid-Gro as per directions and within forty-eight hours the bark began to loosen and the sap continued to stay up until late November.

We also noticed that we got a much darker foliage and from two to four inches more new growth on the trees that had been sprayed than we had on the unsprayed trees, which were budded earlier.

We are now ordering a supply of Ra-Pid-Gro, which we expect to have on hand at all times.

Very truly yours,

*Leo H. Graves*  
Leo H. Graves  
EGYPTIAN NURSERY & LANDSCAPE CO.

LHG/dag

For over 30 years, the manufacturer of Ra-Pid-Gro has claimed that plants can be fed through their foliage. This letter is proof of his claims. For huskier, healthier stock, satisfied customers and repeat business use Ra-Pid-Gro.

OWNS AND OPERATES OVER 800 ACRES OF ORCHARDS, FARMS AND NURSERIES

# **RA·PID·GRO**

CORPORATION, DANSVILLE, N. Y.

Write for complete details and prices to



## SPRING LINING-OUT EVERGREENS

### Heavy-rooted Transplants

<i>Juniperus Glauca</i> Hetzi	Per 100	<i>Picea Pungens</i> Glauca	Per 100
4 to 6 ins., X, fr.	\$30.00	9 to 12 ins., XX, fr.	\$40.00
6 to 8 ins., X, fr.	35.00	12 to 15 ins., XX, fr.	50.00
8 to 10 ins., XX, fr.	45.00		
10 to 12 ins., XX, fr.	55.00	<i>Taxus Cuspidata</i>	
12 to 15 ins., XX, fr.	65.00	4 to 6 ins., X, fr.	22.50
		6 to 8 ins., X, fr.	30.00
		8 to 10 ins., XX, fr.	40.00
<i>Juniperus Chinensis</i> Pfitzeriana		<i>Taxus Intermedia</i>	
8 to 10 ins., X, 2-in. pots.	35.00	4 to 6 ins., X, fr.	35.00
4 to 6 ins., X, fr.	25.00	6 to 8 ins., X, fr.	40.00
6 to 8 ins., X, fr.	27.50		
		<i>Taxus Media</i> Hicksi	
<i>Juniperus Horizontalis</i> Plumosa (Andorra)		4 to 6 ins., X, fr.	25.00
4 to 6 ins., X, fr.	15.00	6 to 8 ins., X, fr.	35.00
6 to 8 ins., X, fr.	17.50	8 to 10 ins., XX, fr.	40.00
8 to 10 ins., XX, fr.	20.00	10 to 12 ins., XX, fr.	50.00
10 to 12 ins., XX, fr.	22.50		
		<i>Thuja Occidentalis</i> Globosa	
<i>Juniperus Sabina</i> Horizontalis (Glauca)		4 to 6 ins., X, fr.	20.00
6 to 8 ins., X, fr.	25.00	6 to 8 ins., X, fr.	22.50
8 to 10 ins., XX, fr.	27.50		
10 to 12 ins., XX, fr.	30.00		
<i>Picea Albertiana</i>			
9 to 12 ins., XX, fr.	27.50		
12 to 15 ins., XX, fr.	32.50		

TERMS: NET CASH WITH ORDER.

PACKING FREE.

Immediate shipment.

## ELMHURST NURSERIES, Inc.

York and Roosevelt Rds.

EMIL H. MARTENS, Mgr.

ELMHURST, ILL.

TED W. SMITH, Pres.

## CLEANUP SALE

MIXED GLADIOLI, 1 1/4 to 1 1/2 ins.

\$1.50 per 100, \$12.50 per 1000, \$60.00 per 5000 lots.

REGALE LILIES, 5 to 6 ins.

\$5.00 per 100, \$45.00 per 1000, \$200.00 per 5000.

For Counter Sale—FANCY MIXED GLADS

12 in cellophane lithographed bag, 48 bags per carton, \$24.00 per carton. (Retailers for from 79c to 98c.)

ASK FOR QUOTATIONS ON OTHER SIZES AND VARIETIES OF LILIES, GLADS, PEONIES, TUBEROSES, etc.

JOHN DIRKMAAT CO., INC., 516 Stevens Ave., Ridgewood, N. J.

## MAXWELL, BOWDEN & RICE,

Incorporated

Wholesale Nurseries

GENEVA, NEW YORK

Phone 2974

## LINING-OUT STOCK

OUR SPECIALTY . . .

Shade Tree Whips . . . a  
timely finished product sav-  
ing 2 to 4 yrs.' growing effort  
. . . excellent variety.

A very complete line of  
ORNAMENTAL TREES, SHRUBS  
and EVERGREEN SHRUBS,  
including many scarce items.

THOMAS B. MEEHAN CO.  
DRESHER, PA.

## MUGHO PINE

\$20.00 per 1000

2-year, 2 to 4 inches.

## 4-year NORWAY SPRUCE

transplants, 8 to 16 inches.

Ideal for understock.

\$90.00 per 1000.

MUSSER FORESTS, INC.  
INDIANA, PA.

## NEW COLORADO GROUP.

Nurserymen of the Pikes Peak region met April 3 at the Colorado Gardens & Nursery, 2406 Wood avenue, Colorado Springs, Colo., to organize the Colorado Springs Nurserymen's Association, which has as its purpose the education of homeowners of Colorado Springs to the advantages of consulting a permanent, established local firm for all landscaping needs and for proper care of the grounds after planting.

A. R. Langman, Colorado Gardens & Nursery, was elected president of the new group; Gordon Cumming, Cumming Landscape & Floral Co., Colorado Springs, was elected vice-president, and George A. Vradenburg, Uptown Gardens, Colorado Springs, was named secretary-treasurer.

In announcing the new organization, President Langman said, "It is easy to understand that a nurseryman who has been in business in this city for a number of years, growing and planting nursery stock and caring for it, can advise the homeowner what plant materials will survive best in this locality, where to place them and how to care for them properly. It is a poor investment to buy a tree, shrub or plant that will not grow in this city.

"The local nurseryman or landscape gardener is better qualified to advise proper methods of spraying and pruning and to furnish proper material for fertilizing. Every member of the Colorado Springs Nurserymen's Association will be glad to assist all homeowners in planning or in any other landscape problems that may arise."

Other firms represented in the new group include Winters Greenhouse & Nursery, Dial Nursery and T. G. Holcomb.

## 2,4-D MAY INJURE TAXUS.

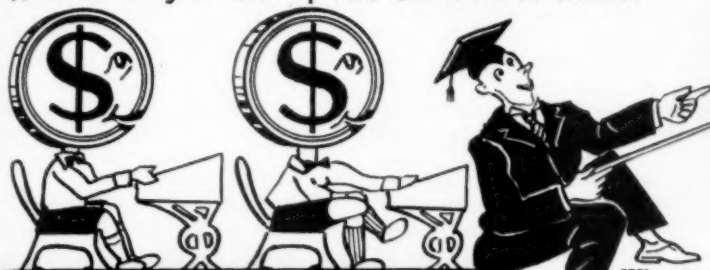
In the article entitled "2,4-D for Spring Nursery Weeds" by Dr. A. M. S. Pridham and Fred J. Nisbet, which appeared in the April 15 issue of the American Nurseryman, the omission of the word "tested" on the part of the authors has given a stronger impression than is called for.

Mr. Nisbet writes that in the passage discussing lack of injury to dormant plants through the use of 2,4-D as a preemergence spray, the phrase should have read: "All species of ligustrum, spiraea, viburnum and berberis and all narrow-leaved and broad-leaved evergreens tested (showed no injury)."

Subsequent to the mailing of the manuscript data were located which

# TEACH YOUR MANPOWER DOLLARS TO HAVE MORE CENTS

## With a Royer Compost Shredder-Mixer



Blume System Tree Experts, a Houston, Texas nursery, uses a Model NCD-P; 8 to 12 cu. yds. per hour capacity.



Why tie up dollars in a sizable gang preparing compost when a Royer Compost Shredder-Mixer can release them for more productive duties? Only one or two men with a Royer produce all your required compost.

Just shovel compost materials into low wide hopper . . . patented fast moving belt shreds, mixes, aerates, removes trash and discharges fluffy, uniform, pea-sized compost into pile, windrow or truck. Royer-ated compost spreads evenly . . . holds moisture longer . . . yields nutrition to the soil . . . assures healthy plant growth. Many models to choose from—send for Bulletin 46.



**ROYER FOUNDRY & MACHINE CO.**  
182 PRINGLE ST., KINGSTON, PA.

indicated that taxus species may be stunted, burned or show both reactions by sprays of highly concentrated 2,4-D. Lack of injury then refers to the species of the named genera that are commonly grown in the northeast and are fully dormant at the time of application of the spray.

### TREES DONATED FOR VETERANS' HOMES.

Twelve elm, ash and Chinese tallow trees were presented April 16 to the airport veterans' housing project off Telephone road, Houston, Tex., by Mancill Allen, Mancill Allen Nursery & Clinic, Houston, president of the Houston Landscape & Nurserymen's Association, and were planted in a ceremony attended by chamber of commerce officials and Councilman Phil Hamburger, Houston.

The beautification of veterans' housing projects was undertaken during the city's annual cleanup campaign, intended to make Houston healthier, safer and neater. Sod and grass collected at five fire stations were delivered to other veterans' housing projects as part of the program.

## LINING-OUT EVERGREENS

	Per 100	Per 1000
<i>Juniperus horizontalis plumosa</i> (Andorra Juniper), 2-yr., from 2 1/2-in. rose pots. . . . .	\$20.00	\$175.00
<i>Taxus capitata</i> (Upright Yew), 6 to 8 ins., 2 yr., from 2 1/2-in. rose pots. . . . .	40.00	375.00
<i>Taxus cuspidata</i> (Spreading Yew), 2-yr., from 2 1/2-in. rose pots. . . . .	25.00	225.00
<i>Taxus cuspidata intermedia</i> (Intermedia Yew), 2-yr., from 2 1/2-in. rose pots. . . . .	25.00	225.00
<i>Taxus cuspidata thayerae</i> (Thayer's Yew), 2-yr., from 2 1/2-in. rose pots. . . . .	25.00	225.00
<i>Taxus media andersoni</i> (Anderson's Yew), 2-yr., from 2 1/2-in. rose pots. . . . .	25.00	225.00
<i>Taxus media browni</i> (Brown's Yew), 2-yr., from 2 1/2-in. rose pots. . . . .	25.00	225.00
<i>Taxus media hicksi</i> (Hicks' Yew), 2-yr., from 2 1/2-in. rose pots. . . . .	25.00	225.00
<i>Taxus media</i> (Anglojap Yew), 2-yr., from 2 1/2-in. rose pots. . . . .	25.00	225.00
50 at 100 rate.		
300 at 1000 rate.		
All prices F.O.B. Milwaukee. Packing at cost.		

Samples on request.

## BROWN DEER NURSERIES

Operated by

P. O. Box 1747

HOLTON & HUNKEL CO.

Milwaukee 1, Wis.

Please Mention **AMERICAN NURSERYMAN** When Writing Advertisers.

## KOSTER BLUE SPRUCE GRAFTS

Healthy and thrifty grafts, average height 10 to 11 ins., out of 3-in. pots. Shipments made in the later part of May when hardened off. \$155.00 per 100.

**FADDEGON'S NURSERIES**

**NISKAYUNA, N. Y.**

# Building Lath Houses

Lath houses are used throughout the country to reduce the intensity of sunlight and thereby lower the temperature. They are especially popular in the southern states, but the protection offered tender plants against sun, wind and excessive evaporation makes them practical in northern latitudes also.

## Newer Types.

The durable woods desired for lath house construction have been so difficult to obtain during and since the war that other forms are being used. Southern growers found a boon in the metal camouflage sold as war surplus. This is a heavy netting, on the order of chicken wire fencing, in which strands of steel wool have been interwoven. Some growers question how long this steel wool will last, since it rusts rather easily, and some have sought to counteract its deterioration by dipping or spraying the rolls in order to coat the steel wool before fastening the netting in place. There is the possibility that, when the steel wool has rusted out, either wooden or aluminum laths may be inserted in the netting in place.

Parenthetically, it might be remarked that some growers have been able to buy metal pipe, from the war surplus, to solve the problem of posts and stringers. But such pipe is now hard to find.

Recently there has been offered a product known as Alumalath, a by-product in the manufacture of Venetian blinds. It is a special formula aluminum strip made to withstand all weather conditions. Alumalath may be nailed in place, the same as wood lath, but a special aluminum stringer has been developed so that shutters can be assembled without the use of nails. One nursery firm in California has a considerable area under such aluminum lath, which was described in the April 1 issue of the American Nurseryman.

## Wood-frame.

The first step in planning a lath house is to decide what kind of lath is to be used. Plaster lath is used in only small structures, as it is not strong and warps easily. For commercial purposes strips three inches wide are suitable. Lumberyards usually can supply strips two or three inches wide and three-fourths inch thick. These may be cut in desired lengths. Any sturdy wood may be employed, redwood and cypress

being two kinds used quite often for their durability.

The house itself is usually supported on posts of 4x4's or larger timbers, depending on the weight they are to hold. There are several ways of constructing lath houses. One method is to place the supporting posts about sixteen feet apart each way and run 2x4's from post to post, at the top. These stringers may be braced to the posts by 2x4 strips, the upper ends fastened to the stringers about two and one-half or three feet from the post. Rafters are run crosswise over the stringers, and the laths are fastened lightly to the rafters. Careful attention should be given to the weight of the lath so that the supporting rafters will not be overloaded.

The height of the lath house will depend largely on what is being grown underneath. Higher houses provide better ventilation, but must be more strongly braced so that they will not be blown down when strong winds occur. Most commercial lath houses range in height from eight to ten feet.

All wood coming within eighteen inches of the ground should be creosoted to help protect against decay and, in some cases, termites. Setting the supports in a concrete base is desirable where termites are particularly troublesome. Painting or staining the lath house helps to make the material more durable. Drip from some creosote stains, however, has been found to cause some injury to plants in a rainy season.

Sometimes the shade house is boarded solid on the north side as a protection against cold winds, but has the usual slat construction on other sides. Slats are nailed at different intervals, depending on the locality and strength of the sun. In hot climates a latticework is constructed by laying the lath both ways.

For a quickly built lath house or one dismantled where snows are heavy, rolls of snow fencing are used for the lath covering.

Some houses are built in the style of the conventional cloth house, used

## The lovely

Yellow

Rose

V for Victory

and other

## SUB-ZERO HYBRID TEAS

Large and beautiful as any.  
Easy to grow and long to live.  
Save replacement expense.  
Also Yellow and Orange Climbers.

Write for trade prices to

**BROWNELL ROSES**  
LITTLE COMPTON, R. I.



## 50 Years of growing

Rhododendrons

Azaleas

Perennials, Roses

All Nursery Items

**BOBBINK & ATKINS**

E. RUTHERFORD, N. J.

1898 OUR GOLDEN ANNIVERSARY 1948



## PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations

**LESTER C. LOVETT**

MILFORD

DELAWARE

## GRAPEVINES, CURRANTS, GOOSEBERRIES and BERRY PLANTS

Can also supply Currant  
linecuts and cuttings.

Known to the Wholesale Trade  
for Small Fruit Plants of Superior  
Quality Since 1890.

**F. E. SCHIFFERLI & SON NURSERIES**  
Fredonia, N. Y.

## Trees, Evergreens, Shrubs Fruit Trees

Write For Our Wholesale Trade List

**W. - T. Smith Corporation**  
Telephone 2689 GENEVA, N. Y.



# LINING-OUT STOCK

## Grafts : Cuttings : Transplants

*Immediate Shipment*

Please refer to our ads on pages 14 and 15 of the **May 1** issue. If you have occasional or regular needs for a good grade of lining-out stock in Evergreens and the better class of Shrubs and Flowering Trees and would like to receive our spring and fall descriptive catalogs, just drop us a card. We sell only wholesale and only to the trade.



**JOHN VERMEULEN & SON, Inc.**

WESTBURY, LONG ISLAND, N. Y.

Growers of quality lining-out stock since 1921.

for shading flower or tobacco crops, with posts set at fourteen and eighteen feet respectively and heavy No. 6 gauge wire drawn tightly across the tops and anchored well into the ground on the outside of the house. Over these cross wires is stretched snow fencing, which makes an excellent lath house and is easy to install. If snow fencing is not obtainable, lath may be woven by the use of barbed wire as a carrier, as this keeps the lath from slipping one way or the other.

### Steel-frame.

Although wood is the accepted material for construction of lath houses, some nurseries in recent years have built houses of pipe-frame construction and find it quite satisfactory. Some nurserymen voice the objection that such construction is too costly, but the advocates point out that pipe is sturdier, practically indestructible and therefore less expensive over a period of years.

The Eastern Shore Nurseries, Easton, Md., have used a pipe-frame lath house for the past eight years and report it still in good condition. The frame is constructed of secondhand pipe, with all joints threaded. Uprights are 2-inch pipe and are embedded in concrete, formed by excavating a hole 12x12 inches and twenty-four inches deep. They are placed on centers ten feet apart each way and are eight feet in height. On top of each upright is threaded a four-way tee, which permits the threading of cross pipes joining the uprights in all four directions. The cross pipes are one inch in size and were threaded by the use of reduction nipples. In threading the four uprights of each 10-foot square section together, every fourth pipe has to be cut in the center, making two

# ROSES

## WHOLESALE ONLY

2-year, field-grown

Patented and Standard Varieties

Four Generations Growing America's Finest Roses

**CARL SHAMBURGER NURSERY**

TYLER, TEXAS

# WAX-LEAVED LIGUSTRUM

A scarce item now made available.

Quality stock in sizes from 24 to 48 inches in stock at our Dallas warehouse. Only phone us before driving in for assurance of stock being available in sizes desired.

**VERHALEN NURSERY CO.**

1114 SOUTH BECKLEY

DALLAS, TEX.

Phone: Winfield 9876

"Your profits grow in Verhalen plants"

# LANDSCAPE MATERIAL

for Spring, 1948

Best assortment in Hyb. Rhododendrons, Red Maples, Magnolias, Taxus, Evergreens, Shrubs, etc.

Write for list.

Jap. Beetle Zone only. No shipping.

**DEERFIELD NURSERIES**  
DEERFIELD ST. P. O., N. J.

# TAXUS LINERS

Strong, 2-year, from Field.

	Per 100	Per 1000
<b>Taxus Cuspidata,</b>		
T, 6 to 10 ins.....	\$27.50	\$250.00
T, 10 to 15 ins.....	35.00	300.00
<b>Taxus Andersoni,</b>		
T, 6 to 10 ins.....	27.50	250.00
T, 10 to 15 ins.....	35.00	300.00
<b>Taxus Browni,</b>		
T, 6 to 12 ins.....	40.00	350.00

**FAIRVIEW EVERGREEN NURSERIES**  
FAIRVIEW, PA.



## ORNAMENTAL STOCK IN WIDE ASSORTMENT

In addition to our very complete line of standard varieties, we offer many unusual and hard-to-find items.

PRINCETON Products Are Quality Products.

Send us your want list.

### PRINCETON NURSERIES

PRINCETON, N. J.

Phone: Princeton 1776

## WE HAVE IMPORTED FOR OUR READERS

Accurate, authoritative guide to colors and color names. Only extensive color chart designed primarily for use in horticulture. Uniform standard by which color can be accurately measured and uniformly judged and described.

### HORTICULTURAL COLOR CHARTS

Set of Two Volumes . . . \$12.00

Volume I—100 plates of 64 full hues, 26 tints, 10 shades.  
Volume II—100 plates of 34 tints, 28 shades, 38 grayed hues.  
Each set of 100 loose sheets in attractive, stout board case.

Each plate shows an accurate color reproduction of the full hue and three graduated tints of the full hue. In so far as possible, an example of a flower in each designated color is given. In addition, each page offers useful information relating to the series, such as equivalent color designations, brief history of each color term, synonymous terms in foreign languages.

Issued by the British Colour Council in collaboration with the Royal Horticultural Society.

### AMERICAN NURSERYMAN

343 So. Dearborn St.

Chicago 4, Ill.

#### EVERGREEN LINERS

Taxus, many varieties.  
Potted 'lira.

Ask for our latest price list.

#### HEASLEY'S NURSERIES

Freeport Road, Butler, Pa.

#### BURR

Leading wholesale source for  
Nursery Stock.

Send us your Want List.

#### C. R. BURR & CO., INC.

Manchester, Conn.

#### ONE-YEAR CUTTINGS

	Per 100
Philadelphus coronarius	\$4.50
Lonicera taz. alba	3.00
Tamarix africana	3.00
Forsythia spectabilis	3.50

#### VAN HOF NURSERIES

View Ave. Middletown, R. I.

The CHRYSANTHEMUM  
CATALOG you cannot afford  
to be without.

#### WONDERLAND NURSERIES

Ellerson, Va.

## AMERICAN NURSERYMAN

sections, which are then joined by use of a union. This is necessary because it is mechanically impossible to thread the fourth pipe to enclose the square.

The lath house at Eastern Shore Nurseries is 30x50 feet, but it obviously can be made larger by erecting additional 10-foot sections. For shade were used rolls of lath used for covering frames, sold in rolls of fifty or 100 feet. These rolls were laid over supporting wires, stretched tight and then made firm against the wind by occasional twisted wire clamps. The frame piping was painted with aluminum paint and is in good shape after eight years.

The threaded pipe construction is neat and long-lasting, using no wood, except for the covering laths, and no nail construction, which is a major weak point in the wood-frame type of construction.

The only flaw in the pipe-frame house at Eastern Shore Nurseries was noticed one time four years ago when there was eight inches of wet snow, which did not fall between the laths. Its resulting weight on the house bent some and broke others of the inch cross pipes that provided the support for the laths. This would indicate, perhaps, that a larger-size pipe might be used more successfully. The house was repaired as it was, and the misfortune has not recurred.

### SEWAGE AS FERTILIZER.

Used at the rate of twenty tons annually for three years as a fertilizer, sewage sludge was found to be not so effective as cow manure, according to an article from Science and the Land, New Jersey Annual Report, 1944-45, appearing in the Potash News-letter for April, 1948, published by the American Potash Institute, Inc., Lafayette, Ind. When extra potash was applied with the sewage sludge there was little difference in the crop-producing powers of these two types of material. This is to be expected, since most of the potassium in sewage escapes with the water. Thus, the potash content of the manure averaged nearly 1.2 per cent on the oven-dry basis, whereas that of sludge averaged 0.2 per cent, or only one-sixth as much. The nitrogen and phosphoric acid content of sludge averaged about 1.5 per cent each.

NOW in business as Elmdale Florist, 9545 Chalmers avenue, Detroit, Mich., U. J. Schutza and William Malec plan to add a line of nursery stock to their business.

## OBITUARY

### Walter Manning Williams.

Walter Manning Williams, owner and manager of Vogeler's, Inc., nursery firm of Salt Lake City, Utah, died last month at Salt Lake City.

### Edward J. Polster.

Edward J. Polster, 85, nurseryman and fruit dealer of Warrenton, Mo., died of infirmities April 13 at the home of a son, Edwin Polster, Brighton, Ill., with whom he had lived for the past four years.

Mr. Polster was a co-owner of the Polster Nursery, Warrenton, until his retirement ten years ago.

Surviving are two other sons, Arthur and Oscar.

### Chester A. Krell.

Chester A. Krell, operator of Krell's Landscape Service & Supplies, 7136 Wornall road, Kansas City, Mo., died April 15 at Research hospital at that city. He was 53 years old.

Mr. Krell, who was born at Williamsburg, Pa., moved to Kansas City in 1914. He worked as a landscape gardener for about eighteen years, starting his own business three years ago.

He is survived by his widow; three sons, Lloyd and Willis, Kansas City, and Willard, Galveston, Tex.; a daughter, Mrs. Edith Kessel, Wichita, Kan.; a sister, Mrs. Thurman Smizely, Haskins, O., and a brother, Sam, Phillipsburg, Pa.

### ESTATE WILLED FOR SCHOOL OF HORTICULTURE.

The 400-acre W. R. Coe estate, at Locust Valley, L. I., N. Y., valued at \$4,500,000, has been accepted by New York state as a school of horticulture. The will in which the estate was left to New York specified that it be used for training in agriculture and horticulture and that an arboretum be maintained by the state for this purpose.

The Coe estate is one of the outstanding horticultural show places of the country, with 15,000 to 20,000 kinds and types of rhododendrons and azaleas. The collection also includes camellias, wistarias, Japanese cherries and eighty varieties of hibiscus.

THE Meadow Run Nursery, Box 570, R. D. 4, Norristown, Pa., consisting of ten acres, is being started by T. G. Bateman and Richard M. Bateman.



BEFORE

AFTER

Send for this complete volume of Scott's LAWN CARE BULLETINS describing proven short cuts to establish and maintain healthy lawns. It's FREE for the asking.

**Scott's**  
LAWN FOOD plus  
WEED CONTROL  
Transforms Lawns  
In Just One  
Application

Old lawns can quickly acquire that distinctive "new look" from just one application of SCOTT'S Lawn Food plus Weed Control. Dandelions and weeds vanish in only 14 days, and in addition the grass becomes healthier, thicker, greener. Your clients will be thrilled with the results. Write today for special prices on SCOTT'S Lawn Care Products and also ask for a free subscription to Lawn Care if you are not already receiving each issue.

**O. M. Scott & SONS CO.**  
188 Spring St., Maryville, Ohio  
Also Ridgely, N. J. and Palo Alto, Calif.

## NATIVE EVERGREENS

KALMIA LATIFOLIA	Per 100	Per 1000
6 to 12 ins.....	\$ 5.00	\$35.00
12 to 18 ins.....	10.00	75.00
RHODODENDRON MAXIMUM		
6 to 12 ins.....	6.00	45.00
12 to 18 ins.....	12.00	85.00
18 to 24 ins.....	15.00	
2 to 3 ft.....	25.00	

All stock guaranteed to reach you in good condition.

**O. H. PERRY NURSERY CO.**  
McMINNVILLE, TENN.

### COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade  
Trees, Roses and Lining-out Stock.

Write for complete list.

**ONARGA NURSERY CO.**  
Onarga, Ill.

### TAXUS LINING-OUT STOCK

1 and 2-year pots.  
Many varieties.  
Priced to Sell.  
Write for list.

**WYOMING NURSERIES**  
C. E. Kern  
Cincinnati 15, O.

Nursery Stock at  
Wholesale Only.



**ARTHUR DUMMETT**  
Bernardville, N. J.

**NORTHERN COLLECTED EVERGREENS**  
FERNS PLANTS SHRUBS

**WILLIAM CROSBY HORSFORD**  
Charlotte, Vermont



## ROSES

2-year, No. 1, field-grown  
\$4.50 per 10, \$40.00 per 100.

### HYBRID TEAS

Ami Quinard	K. A. Viktoria
Betty Upprichard	Lady Hillingdon
Briarcliff	Luxembourg
Caledonia	Margaret McGredy
Condesa de	McGredy's Scarlet
Sastago	Mrs. Chas. Bell
Dame Edith Helen	Pres. H. Hoover
Edith Nellie Perkins	Radiance, Pink
Editor McFarland	Radiance, Red
Etoile de Hollande	Talisman
E. G. Hill	

### POLYANTHAS

Golden Salmon  
Orleans

### CLIMBERS

Dr. W. Van Fleet  
Silver Moon  
Talisman, Cl.

**WAYNESBORO NURSERIES**  
WAYNESBORO, VIRGINIA

## LAKE'S

**SHENANDOAH NURSERIES**  
Shenandoah, Iowa.

*Wholesale growers of  
a fine assortment of*

**GENERAL NURSERY STOCK**

Your inquiries will be appreciated.

**ORNAMENTALS  
TREES SHRUBS  
EVERGREENS**

Wholesale growers of a  
general assortment for  
the best landscape plantings.

**BRYANT'S NURSERIES**  
Princeton, Illinois

1887

1948

**WE OFFER  
FOR 1948**

*our usual line of*

SHRUBS EVERGREENS  
FOREST AND SHADE TREES  
VINES AND CREEPERS

Trade List mailed on request.

**FOREST NURSERY CO., INC.**  
J. R. Boyd, Pres. McMinnville, Tenn.

## SOUTHWESTERN NOTES.

The William A. Weber Nursery, formerly at Kirkwood, Mo., has been moved to Lindbergh boulevard, one mile east of Highway 21, Affton, Mo. Mr. Weber has been ill all spring, and the business has been carried on by his son, William, who is associated with him.

The Sarber Nurseries, Topeka, Kan., have constructed a lath house adjoining their office and storage building. The new structure is 20x50 feet with a concrete foundation two feet aboveground, is painted white and is illuminated with electric lights for selling at night, but Mr. Sarber wishes he had made it larger.

S. M. Ross, who bought the Donald Yockey greenhouse, Horton, Kan., does nursery work in addition to his floral business.

The Kansas City Association of Nurserymen met April 13 at Paup's restaurant on Highway 50, Merriam, Kan., for its monthly meeting.

Henry V. Sharp, a nurseryman, has been named park superintendent at Excelsior Springs, Mo.

Jacob Lowe Stryker, 73, a former Kansas state Republican chairman, died in February at Independence, Kan. Besides being a prominent lawyer at Fredonia, Kan., and active in Republican circles in the state, Mr. Stryker operated a nursery for many years.

M. S. White, 5156 Maple avenue, St. Louis 13, Mo., is opening a general nursery and seed firm in addition to a landscaping business.

### Virus Disease Program.

A program has been inaugurated in Kansas to control virus diseases of stone fruits. A meeting was called March 2 by J. C. Mohler, state secretary of agriculture, which was attended by Dr. H. C. Hungerford and Dr. Roger Smith, state entomologists; R. G. Yapp and L. A. Calkins, assistant entomologists; George W. Kinkhead, secretary of the state entomological commission, and Dr. William F. Pickett, head of the department of horticulture, Kansas State College. The nursery interests of the state were represented by Arthur E. Willis, Willis Nursery Co., Ottawa, and Ralph Skinner, J. H. Skinner & Co., Topeka. The following program was formulated at the meeting:

Experiment station investigators and nursery inspectors will become acquainted with the symptoms that are characteristic of various virus diseases of peach, cherry, plum and apricot trees.

Particular attention will be given by nursery inspectors to the detection

## LINING-OUT STOCK.

Place your order now and avoid disappointment later. We are not increasing our production. If you did not receive our list, a copy will be mailed on request.

## HESS' NURSERIES

P. O. Box 52,  
Mountain View, N. J.

## Northern-grown Stock

Send  
for  
Price  
List.

**J. V. BAILEY NURSERIES**  
St. Paul 6, Minn.

**SPECIMEN  
LANDSCAPE MATERIALS**

*Our Specialty*

## TAXUS

**W. A. NATORP CO.**  
Cincinnati 29, Ohio

## WELLER'S PERENNIALS

With That Wonderful Root System  
Headquarters for  
**HARDY MUMS AND PHLOX.**  
Ask for our Perennial Catalog  
**WELLER NURSERIES CO., Inc.**  
Leading Perennial Growers  
Holland, Mich.

## BURTON'S

HEADQUARTERS FOR  
EVERGREEN GRAFTS, TRANSPLANTED  
EVERGREENS, SHRUB LINERS.  
RARE ITEMS YOU DO NOT  
FIND IN MOST LISTS!  
*Write!*  
**HILLTOP NURSERIES**  
LANSING, MICH.

## C. M. Hobbs & Sons, Inc.

BRIDGEPORT INDIANA

Established 1875

AMERICAN and  
MOLINE ELM,  
up to 2-inch caliper.

SOFT MAPLE,  
up to 2-inch caliper.

PEACH and APPLE,  
in carlots.

General line of  
Shade Trees, Shrubs, Evergreens  
and Fruit Trees.

Write for our  
General Price List  
and  
Special Prices

SHERMAN NURSERY COMPANY  
CHARLES CITY, IOWA

**Boyd**  
NURSERY COMPANY

McMinnville, Tenn.

ORNAMENTAL SHRUBS  
SHADE TREES, VINES  
FOREST TREE SEEDLINGS  
LINING-OUT STOCKS



### EVERGREENS

Growers of Quality Evergreens  
Lining-out Stock a Specialty  
Write for Trade List

EVERGREEN NURSERY CO.  
Established 1904 • STURGEON BAY, WIS.



Wholesale growers of the best  
Ornamental Evergreens,  
Deciduous Trees,  
Shrubs and Roses  
Write for our current trade list.

THE KALLAY BROTHERS CO.  
Painesville, Ohio

### HARDY MYRTLE

(Vinca Minor)

Large clumps, 15 to 30-cane leads,  
\$4.00 per 100, \$35.00 per 1000. Also  
Christmas Ferns, \$15.00 per 100 clumps.

H. C. WAUGH  
R. F. D. 2 CHESHIRE, OHIO

of virus-infected nursery stock and its elimination in nurseries.

Close cooperation will be maintained between the nursery inspectors, the section of plant pathology and the department of horticulture. The plant pathology section will act as a clearinghouse for the diagnosis of virus infections and will aid all of the cooperating personnel in becoming acquainted with specific viruses found in Kansas and learning the symptoms by which virus-infected stone fruit trees or nursery stock may be recognized.

A stone fruit virus garden will be established at Manhattan, Kan. Peach, cherry and plum trees infected with the virus diseases in Kansas will be grown in this garden to serve as an aid to investigators, inspectors and nurserymen in recognizing these diseases.

An isolated planting of virus-free stone fruit trees will be established near Manhattan for the use of Kansas nurserymen as a source of disease-free budwood. The varieties to be included will be determined by the department of horticulture and the Kansas Association of Nurserymen.

Trees in the department of horticulture orchard near Manhattan, Kan., will be used as a source of budwood for Kansas nurserymen, provided the stone fruit trees in this orchard are free from virus disease infection. J. J.

### 4-H CLUB HOME GROUNDS BEAUTIFICATION CONTEST.

In keeping with its program to promote community improvement projects, the American Association of Nurserymen urged in a recent bulletin that members cooperate with the home grounds beautification contest being sponsored by the National Committee on Boys and Girls Club Work, for which county, state and national awards will be donated by Mrs. Charles R. Walgreen. It was suggested that nurserymen could help materially to make this project increase in size in 4-H Clubs each year by sponsoring additional prizes and lending aid to the 4-H Clubs and county agents in their local communities.

Last year forty-two states took an active part in the program, with a total enrollment of about 80,000 members, and 600 counties in the United States named county medal winners. About the same number of states will conduct the program in 1948. However, the program is not accepted as a state 4-H Club project in Alabama, California, Pennsylvania and Vermont, and associations of



Growers of a complete  
line of deciduous and  
coniferous species.

JEWELL NURSERIES, INC.  
Lake City, Minn.

### CERTIFIED AND GUARANTEED

direct from grower to you

### BLUEBERRY NURSERY STOCK

Scions, Rooted Cuttings and 1 to 4-yr.-old plants.

Let us quote you our low prices.

We will deliver any order of 10,000 or more plants direct to you. (Radius of 1,000 miles.)

G. ALLOWAY & SON  
Marlton Pike and Webster Ave.  
Merchantville, N. J.

### FRUIT TREES

### HARRISON BROTHERS NURSERIES

G. Hale Harrison, General Manager  
BERLIN, MARYLAND

### VINCA MINOR

Evergreen ground cover.  
Heavy plants.  
\$75.00 per 1000.  
(250 at 1000 rate.)

NEWPORT NURSERY CO.  
NEWPORT, MICH.

### SNEED NURSERY COMPANY

P. O. Box 798  
Oklahoma City, Okla.

## THE FRIENDLY EVERGREENS

500 illustrations, 82 color plates  
\$6.00 per copy postpaid

Written in nontechnical language, covering the whole subject of evergreens (conifers). Published by America's largest and oldest evergreen nursery.

Bound in cloth; contains 240 pages, 8 1/2 x 11 inches.

Hundreds of special drawings, illustrating culture, propagation, uses and diseases of leading varieties of evergreens. More than 500 illustrations, 82 in color.

Not a revision of "Hill's Book of Evergreens," published in 1936 and out of print. Completely rewritten, greatly enlarged, unquestionably the most complete book on this subject ever published.

## AMERICAN NURSERYMAN

343 S. Dearborn St., Chicago 4, Ill.

### CERTIFIED

## BLUEBERRY PLANTS

1-year Rooted Cuttings, 2 and 3-year Nursery Plants, all varieties; propagated from stock taken from our own productive farms. Guaranteed True to Name. SEND for RIGHT WHOLESALE PRICES.

## GALLETTA BROTHERS'

BLUEBERRY FARMS  
Hammon, New Jersey

## We wish to purchase..

Evergreens, Fruit Trees,  
Shrubs, etc.

Send your surplus list to  
THE PONTIAC NURSERY CO., Romeo, Mich.

Grapevines, Currant Roots,  
Currant Cuttings and Berry Plants.

Small Fruit Specialists.

## WEST HILL NURSERIES

Fredonia, N. Y. Since 1875

### Over 100 Years' Nursery Experience

ILGENFRITZ NURSERIES, Inc.  
The Monroe Nurseries  
Monroe, Mich.

Get the Best Buy Ilgenfritz

## Old English BOXWOOD

(Wholesale Only)

All slow-grown dense specimens. Red clay soil. Priced by height and spread. 18x13 ins. to 24x22 ins. in unlimited quantities. Also large specimens up to 5 ft. Write for price list.

## BOXWOOD GARDENS

Mrs. R. P. Royer High Point, N. C.

nurserymen in those states may be able to offer the leadership necessary to establish the contest in those localities.

Any cooperation which a nurseryman may wish to offer the contest on a local level must be cleared with the county extension agent, and any cooperation offered by a state association of nurserymen must be cleared with the state 4-H leaders.

Suggestions for nurserymen who wish to contribute aid include providing speakers for local and county 4-H meetings discussing farmstead design, landscaping, pruning and care of plant materials and arranging tours of 4-H Clubs through nurseries to show how plants are propagated and raised.

The contest is open to 4-H Club members between 14 and 20 years of age who have completed at least three years of 4-H Club work including the current year. The participant must be enrolled in a 4-H home grounds beautification project or activity, must do a good job in his or her project and, before the final reporting date, must submit such records as may be requested by the county extension agent, including maps and photographs of the grounds before and after the work.

### COVER ILLUSTRATION.

### Parthenocissus Tricuspidata Lowi.

Two scientific generic names have been applied to the Boston or Japanese ivy. In the past this common vine has frequently been listed under the generic name of ampelopsis. Correctly, it is a member of the genus parthenocissus. The common distinction between ampelopsis and parthenocissus is the method of climbing noticeable in the plants of these two genera. Ampelopsis climbs by twining the tendrils, as in the case of the porcelain vine, Ampelopsis brevipedunculata. The members of the genus parthenocissus climb by adhesive disks on the ends of the tendrils, which attach themselves readily to brick or stone.

The Japanese or Boston ivy, Parthenocissus tricuspidata, is probably our most common deciduous vine for climbing on walls. There are two varieties of this species which are often used but are less well known. These are the variety veitchi, which grows more slowly than the species and possesses somewhat smaller leaves. The leaves of this variety are frequently purple when they first unfold in the spring and are often 3-parted rather than lobed.

Less well known is the Low Japa-

RED LAKE CURRANTS  
RED RASPBERRIES  
Hansen's BUSH CHERRY  
PARADISE ASPARAGUS

ANDREWS NURSERY  
CO.  
FARIBAULT, MINN.

## SMALL FRUIT PLANTS and VEGETABLE ROOTS

We grow for the whole-  
sale trade only.

KRIEGER'S WHOLESALE NURSERY  
BRIDGMAN, MICH.

### WE OFFER...

Our General Line of

## SMALL FRUIT PLANTS

Let us quote on your  
requirements.

L. J. RAMBO'S WHOLESALE NURSERIES  
Bridgman, Michigan

## SMALL FRUIT PLANTS

We again offer our complete line of  
Grapes, Currants and Berry Plants.  
Now booking orders for 1948.

FOSTER NURSERY CO., INC.  
69 Orchard St. Fredonia, N. Y.

## SMALL FRUIT PLANTS

Evergreens — Shrubs  
Asparagus — Rhubarb  
Send for Complete Trade List.

W. N. SCARFF'S SONS  
NEW CARLISLE, O.

## Genuine Chipman's Canada Red Rhubarb Divisions

for delivery next fall by the carload.  
Write for prices.

BASS NURSERY  
CHADRON, NEB.

## RED RHUBARB

Chipman's Canada Red  
\$25.00 per 100 divisions.

KEELER'S GARDENS  
SIOUX FALLS, SO. DAK.



nese ivy. This variety is much slower-growing than the species or the Veitch Boston ivy, and the leaves are also much smaller. Averaging about an inch in length, the leaves are about as broad as they are long. They are either lobed or 3-parted. The foliage is frequently purplish when it is first produced in the spring, finally becoming more or less an apple-green color.

The Low Japanese ivy is hardy and appears to be tolerant of the considerable dirt and smoke characteristic of city conditions. It is also tolerant of soil type, but is apt to be somewhat disappointing unless transplanted into well prepared, good soil. Poor planting or poor soil frequently causes the plant to establish itself slowly. It may be used in sun or in at least half shade.

The Low Japanese ivy may be used in several ways. It is appropriate for a general wall cover where a less vigorous vine than the species is desired. It is particularly useful adjoining terraces where a small and close-clinging vine is desired. It is fairly satisfactory as a ground cover, but because of its deciduous habit does not compare with the more common evergreen ground covers such as myrtle and pachysandra. It spreads rather slowly as a ground cover and is subject to some winter injury when fully exposed. The Low Japanese ivy is also of considerable value in covering the bases of birdbaths and sundials, as is illustrated on the cover page. L. C. C.

#### W. A. WEBER HONORED BY ST. LOUIS GROUP.

At the April 12 meeting of the Landscape and Nurserymen's Association of Greater St. Louis held at the American Legion Hall, University City, Mo., it had been planned to honor Secretary William A. Weber. Mr. Weber has been seriously ill for some time and was too ill to attend; so the membership adopted a resolution, which was signed by each member and guest present, thanking Mr. Weber for his untiring devotion to the association and the landscape and nursery industry. The adopted resolution, along with a token of appreciation for long and faithful service, was presented to Mr. Weber at his home by a committee appointed by Chairman Fred Larson.

Forty members and guests were present at the opening of the meeting at which Chairman Larson presided. Several color movies taken at the 1948 St. Louis flower show and a newsreel were shown.

## DRIEHUIZEN BROTHERS

Lisse, Holland

American address: Room 605, 44 Whitehall St., New York, N. Y.

### WHOLESALE BULB GROWERS

Carload service to all principal cities in the midwest.

### THE HOMESTEAD NURSERIES

H. G. BENCKHUYSEN — Proprietor — BOSKOOP, HOLLAND

FOR BETTER VARIETIES OF  
Azaleas, Rhododendrons, Magnolias, Peonies, etc.

Broadway Station

### GULDEMOND'S

Newport, R. I.

Holland-Grown Trees, Shrubs, Evergreens, Perennials, Forcing Plants.

Write for HOLLAND PLANT LIST.

Representing Guldemond & Co., Boskoop, Holland.  
Since 1874.

### FRUIT TREES

East Malling Stocks

Rosebushes and Herbaceous plants

Buy from a firm specializing in  
exporting plants.

PEPINIERES VANVERT FRERES & FILS  
S.P.R.L.

Obourg, Belgium

Ask for quotations on items you  
need, indicating quantities.

### Holland-Grown Nursery Stock

Shrubs and Trees,  
including liners,  
Rhododendrons and Azaleas  
Hardy Perennials  
Peonies

NOVELTIES IN ALL LINES

Ask for wholesale catalog.

F. J. Grootendorst & Sons  
BOSKOOP, HOLLAND

Growers and exporters since 1903.

Maurice C. Ravensberg  
Boskoop, Holland

Reliable firm for general Nursery Stock  
and Belgian plants.  
Catalog on application.

### Compiling a New Nursery List

Consisting of  
Narrow-leaved Evergreens, 50 cents  
Broad-leaved Evergreens, 50 cents  
Both for 80 cents.  
American Nurseryman Chicago 4, Ill.

### VUYK VAN NES

BOSKOOP

HOLLAND

Originators of Azalea Vuykiana (Hardy Dutch Hybrid Azaleas), large-flowering, bloom with foliage; in one white variety and several in nonfading colors.

Propagators and growers of choice nursery stock. All types of Azaleas, Rhododendrons and other broad-leaved Evergreens, Conifers, Roses, Shrubs and Perennials.

Exports to the U. S. A. receive special preparation, cleaning and packing for best results. All stock carefully graded. New York office handles all import details at no extra cost.

Please direct all your correspondence to:  
140 Cedar Street New York 6, N. Y.  
VUYK VAN NES NURSERIES

### HOLLAND PEAT MOSS

Best quality, large bales, properly packed by a group of the largest producers operating extensive highland moors and well equipped mills. Carlots of 300 bales or more only. Write.

### HOLLAND BURLAP SQUARES

Uniform quality, two tape edges for tying. Made by the largest mill in Holland, whose exclusive distributors we have been since 1921. Stock on hand and being made. Order now for prompt or later delivery.

HALF MOON MANUFACTURING &  
TRADING COMPANY, INC.

90 West Street New York, N. Y.

### DAFFODIL NOVELTIES

I have one of the finest collections of choice Daffodils in the British Isles and offer bulbs of highest quality. Please write for my descriptive, illustrated catalog, post free.

W. J. DUNLOP  
Dunrobin, BALLYMENNA  
Northern Ireland

# Coming Events

## MEETING CALENDAR.

May 18, Plains Nurserymen's Association, Lubbock, Tex.

May 20 to 22, Western Chapter of the National Shade Tree Conference, Santa Barbara, Calif.

June 2 and 3, Eastern Regional Mail Order Nurserymen's Association, Bellevue-Stratford hotel, Philadelphia, Pa.

June 18 and 19, South Carolina Nurserymen's Association, Jefferson hotel, Columbia.

June 20 to 22, Mississippi Florists' and Nurserymen's Association, Hotel Vicksburg, Vicksburg.

June 21 and 22, National Mail Order Nurserymen's Association, Sherman hotel, Chicago, Ill.

July 1 and 2, annual conference and short course in nursery and landscape management, Michigan State College, East Lansing.

July 18 to 22, American Association of Nurserymen, Schroeder hotel, Milwaukee, Wis.

July 20, National Landscape Nurserymen's Association, Schroeder hotel, Milwaukee, Wis.

August 12 and 13, West Virginia Nurserymen's Association, Huntington.

August 19 to 21, Southern Nurserymen's Association, Hotel Russell Erskine, Huntsville, Ala.

August 23 to 25, Texas Association of Nurserymen, Hotel Texas, Fort Worth.

August 23 to 27, National Shade Tree Conference, Schroeder hotel, Milwaukee, Wis.

August 29 to 31, Virginia Nurserymen's Association, Hotel Chamberlin, Old Point Comfort.

October 1 to 3, Texas Rose Festival, Tyler, Tex.

## PLAN EASTERN MAIL ORDER MEETING.

Members of the Eastern Regional Mail Order Nurserymen's Association will meet June 2 and 3 at the Bellevue-Stratford hotel, Philadelphia, Pa., for a business conference that will include group discussions concerning retail catalogs, covering fruit trees, small fruits and ornamental plants. Sessions will be held on both days in the south garden on the roof of the hotel, and luncheon will be served at 12:30 p. m. in the garden, after which the afternoon sessions will be opened.

Hotel reservations have been made for single and double rooms for Tuesday and Wednesday, according to G. Hale Harrison, president of the association.

## SOUTH CAROLINA DATES.

The South Carolina Nurserymen's Association will hold its convention the week-end of June 18 at the Jefferson hotel, Columbia, according to

John F. Brailsford, secretary-treasurer of the association.

## SOUTHERN CONVENTION.

Members of the Southern Nurserymen's Association will hold their annual convention August 19 to 21 at the Hotel Russel Erskine, Huntsville, Ala., according to James A. Stubbs, secretary-treasurer of the association.

## TEXAS ROSE FESTIVAL.

Featuring one of the largest exhibitions of field-grown cut roses in the world, the Texas Rose Festival will be held this year from October 1 to 3, Clark Kidd, president of the Texas Rose Festival Association, has announced.

## AT NEW YORK GARDEN.

The annual rose growers' day program will be held at the New York Botanical Garden, Bronx park, New York city, June 10, in cooperation with the American Rose Society.

The American Herb Society will

## PEACH PITS California Lovell Seeds

Also  
Apricot and Myrobalan Seeds  
1948 crop.

By ton or car.

Write for prices.

**GRAY NURSERIES**  
P.O. BOX 198, ELVERTA, CALIF.

## LONGLEAF PINE SEED

*Pinus Palustris*  
\$3.00 per lb.; 10 lbs. for \$25.00. Plant now in shady beds.  
Seeds are small plants in two weeks.

**STOVALL NURSERY**  
LEAKESVILLE, MISS.

## SEEDS

Collectors of Tree, Shrub and  
Wild Flower Seeds  
Crude Drugs and Ornamentals  
**E. C. MORAN** Stanford, Mont.

## LOVELL PEACH PITS

1 to 5 bu., \$3.00 per bu.; 5 to 25 bu., \$2.85 per bu.; 25 to 100 bu., \$2.75 per bu.; 100 bu. and up, \$2.50 per bu.

**WAYNESBORO NURSERIES**  
WAYNESBORO, VIRGINIA

## AMERICAN NURSERYMAN

hold an all-day meeting at the garden June 22.

## CALIFORNIA NOTES.

The California Contracting Co. was low bidder for the planting of the Pleasanton Fair and Race Track, Pleasanton.

Paul von Kempf, Pacific Nurseries, Colma, is completing the planting of the grounds of the International House on the campus of the University of California, at Berkeley. The planting was delayed as a result of the weather, which was too dry during the winter and was too damp in the spring.

Planting is nearly completed at the Amling-DeVores Nursery, Pleasanton, which will include about fifty acres of roses mainly for the greenhouse trade. Budding will begin in late June.

R. I. McLellan, of the E. W. McLellan Co., Colma, has been appointed president of the San Mateo

## MYROBALAN SEED LOVELL PEACH PITS

*Nation's Leading Source*  
Write today for quotations.



## Send for Our Seed List.

**A. B. C.**

**"Supreme" Quality**  
SEEDS — PLANTS — BULBS  
and  
Growers' Accessories

**AMERICAN BULB CO.**  
1335 W. Randolph St. CHICAGO 7  
31 W. 27th St. NEW YORK 1

## BOOKS

reviewed in this issue  
and any others on  
horticultural subjects  
are obtainable through

**AMERICAN NURSERYMAN**  
343 S. Dearborn St., Chicago 4, Ill.

Ask for circular of horticultural books.

soil conservation committee. He is also vice-chairman of the county committee for the promotion of sales of United States savings bonds to farmers.

The Oakland Businessmen's Garden Club is planting 10,000 redbud trees along the streets and boulevards of Oakland.

The Washington State Fruit Commission will assess all members \$1 for each ton of fruit grown and shipped. The funds are to be used to support research and promotional activities of the commission.

James S. Kerr, Kerr-Langen Seed Co., San Mateo, lectured at a garden class conducted at the San Mateo Junior College by Miss Margaret W. Truax, Page Mill Nursery, Palo Alto.

Warren Post, lawn specialist, spoke at a meeting of landscape architects of the bay area.

John Coulter, who recently became the owner of the Pennington Camellia Nursery, San Carlos, lectured on pruning the home orchard at San Mateo Junior College.

Several prominent nurserymen in the state were speakers at the seventeenth annual convention of the California Garden Clubs, Inc., at Santa Cruz.

Color breaking in pansies, which has become a problem for many nurserymen in the state, is reported to be caused by a virus disease, according to Dr. Henry H. P. Severin, entomologist at the University of California agricultural experiment station, Berkeley. The only known control is prevention by spraying to check insects, especially aphids.

The San Joaquin Canal Co., which provides water for 155,000 acres on the west side of the San Joaquin valley, has secured permission from the public utilities commission to increase water rates from 75 cents to \$1 per acre for a single irrigation. For general farm irrigation the rate has been raised according to the crop grown; alfalfa is charged the highest rate of \$3.75.

A block of ten acres of deciduous trees at the University of California experiment station has been dug up as a result of Hall's scale. There are only one or two infestations of the scale in the state, and an active program of eradication is under way.

Barring weeds is a new method of weed control. Farmers knock the weeds down instead of disking, thus creating a sod which will not wash or blow away.

Jack Spring is now in charge of the nurseries at the Golden Gate park, replacing Lew Allen, who has retired.

Stephen L. Vistica and his son Donald, of the Stephen L. Vistica

## PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th AVENUE

Avery H. Steinmetz

PORTLAND 14, OREGON

Paul E. Van Allen

### PORTLAND-GROWN GLADIOLUS

Exceptional Quality

The supply is adequate.  
Write or wire for our list.

### Quality Stock

CONIFERS AND BROAD-LEAVED  
EVERGREENS  
SHADE AND FLOWERING TREES  
FRUIT TREE SEEDLINGS  
FRUIT TREES  
DECIDUOUS SHRUBS  
VINES AND BULBS  
PORTLAND ROSES  
NURSERY SUPPLIES

Write for our Catalog

### A. MCGILL & SON

FAIRVIEW, OREGON

Wholesale Only

### GOOD WESTERN-GROWN NURSERY STOCK

Fruit Tree Seedlings  
Flowering Ornamental Trees  
Shade Trees

Grown right and packed right.  
Combination carloads to Eastern  
distributing points will save you  
on freight.

### MILTON NURSERY CO.

MILTON Since 1878 OREGON

Flowering, Ornamental and  
Shade Trees

Oregon and Washington-grown  
Fruit Tree Seedlings

Angers Quince  
Rooted Cuttings

Our Combination Carlots to  
Eastern Distributing Points assure  
minimum transportation cost.

Use your letterhead for corre-  
spondence.

### DOTY & DOERNER, Inc.

6691 S. W. Capitol Highway

Portland 1, Oregon

Wholesale Growers  
of  
General Nursery Stock

### IF YOU HAVE

rare, choice and dwarf  
Broad-leaved Evergreens  
and Conifers,  
quote us.

### F. A. DOERFLER & SONS

150 N. Lancaster Dr.  
Salem, Ore.

### DEL RANCHO FORTUNA

FRUIT TREES  
and  
GRAPEVINES

P. O. Box 548  
McFARLAND, CAL.

### CALIFORNIA-GROWN ROSES BUSHES CLIMBERS TREES

All leading popular and patented  
varieties.

Write for wholesale list, 1948-49 sales  
season.

All Growing Fields in Ontario and  
Chino Valley, California. Mail Address:

### WEEKS WHOLESALE ROSE GROWERS

O. L. WEEKS,  
R.F.D. 3, BOX 323,  
SANTA ANA, CALIF.



Florist-Nursery & Landscape Service, San Mateo, were featured in a long article appearing in a local newspaper. Their firm was described as one of the most successful and up-to-date establishments in the area. The firm does the designing and contracting of planting for some of the largest private estates in the area.

The snow pack in northeast California, which provides most of the water for irrigation and power as well as for home and industrial uses in the northern part of the state, was reported April 1 to be ninety-seven inches, the third largest in the history of the state. The water content of the snow was 36.2, in comparison to 26.3 last year. Since April 1 more than the normal amount of rain and snow have fallen in the area, and concern over a possible drought no longer exists.

Robert Saxe, garden enthusiast and garden club speaker, is an erica specialist and held a one-man show at Gump's, one of San Francisco's leading art stores.

The California Nursery Co., Niles, held its annual tulip show the week of April 12.

Victor Reider, fuchsia breeder, spoke on "Diversity in the Garden" and urged a more widespread use of native plants at a meeting of the Businessmen's Garden Club of San Francisco.

Mr. and Mrs. Richard Plath, H. Plath & Sons, San Francisco, attended the orchid show at Pasadena while visiting in the southern part of the state.

About thirty nurserymen are attending the course in nursery salesmanship being given by B. Gjerdum at the San Mateo Junior College night school.

Frosts reduced the Los Angeles county lemon pack to about fifty per cent of normal. Considerable acreages of citrus in the county are due for replacement, and authorities are making careful studies so that they may advise growers as to the kinds to grow, time to set out, prevention of disease and care of the soil previous to replanting.

To insure that the pumping of irrigation water will not be hindered in the future by dry winters, many farmers in the state are installing Diesel-powered engines to replace the electrically driven motors now commonly used.

Nearly 500 acres of figs were removed in Fresno county to be replaced by cotton. Cotton has been extremely profitable in the past few years, while money was lost on figs in 1947.

Orange county is seeking the es-



## THEY'RE PROFIT PROVED

# These California Grown LINERS

All prices F.O.B. Monrovia—minimum quantity of 25 per variety

	EACH
Amygdalus rosea nana .....	12c
Bauhinia purpurea .....	15c
Diosma reevesi .....	15c
Gardenia Mystery .....	17½c
Hydrangea hortensis .....	12c
Nandina domestica .....	12c
Pittosporum eugenoides .....	10c
Pleroma grandiflora .....	10c
Veronica imperialis .....	12c
Viburnum japonicum .....	12c

And many, many more in our huge collection

## WRITE FOR OUR FREE WHOLESALE CATALOG



Duarte Rd. at Myrtle Ave. P. O. Box 196, Monrovia, Calif.

IMMEDIATE SHIPMENT TO ANY PART OF THE COUNTRY

## PACIFIC COAST NURSERY

2244 N. Skidmore Ct.  
Portland 11, Ore.

Pioneer seedling growers on the Pacific Coast since 1914.

Specializing in fruit tree seedlings. Angers Rooted Quince Cuttings, Chinese Elm Seedlings and English Privet.

We aim to please with quality stock.

John Holmason & Sons, Props.

establishment of a 4-year state-supported college.

Dr. Jack Batjer, of Oregon State College, warns persons who are spraying trees and bushes with zinc products to overcome zinc deficiencies that the weather immediately before the spray is applied is an important factor to be considered. He reported that windy weather causes a drying out of the plant water and that under such conditions zinc absorption is

## FOR 1948 SEASON

Fruit Trees  
Small Fruits  
Fruit Tree Seedlings  
Flowering Trees  
Shade Trees  
Shrubs  
Roses

and a general assortment of other nursery stock.

Ask us to put your name on our mailing list. (Use your letterhead.)

**RICH & SONS NURSERY**  
Hillsboro, Oregon

faster and greater, possibly causing injury to the plant.

Walnut growers attended a grafting school conducted by L. C. Bernard, county farm adviser, at which a new type of grafting was demonstrated.

The bureau of agricultural economics of the United States Depart-



We pay shipping costs on lining-out stock to all points in the United States, Canada and Alaska. No packing charge is made on either lining-out or balled stock.

Write today for 1948 Wholesale List.

### SHERWOOD NURSERY CO.

EVERGREENS - Propagators & Growers

Wholesale Only

141 S. E. 65th Ave., PORTLAND 16, ORE.

**Complete! Authoritative! Detailed!**

## THE NURSERY MANUAL

By L. H. Bailey

Discusses and illustrates all popular nursery practices. Clearly indexed for quick reference.

Full information on propagation by seeds, cuttings, layers, buds, grafts.

222 pages listing plants in alphabetical order with correct Latin and English spelling and propagating methods for each.

An illustrative account of main diseases and insects affecting nursery stock.

Invaluable to the commercial grower.

470 pages—Price, \$3.50

For sale by

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

### DOUGLAS FIRS

9 to 12 ins., \$10.00 per 100,

\$75.00 per 1000. Carefully gathered.

Extra well packed.

COASTAL GARDENS

Sheridan, Ore.

## NOTICE

Limited production makes it impossible to book orders for new customers.

HOWARD ROSE COMPANY

Hemet, California

## PEAT MOSS

Finest Quality,  
Sun-dried Canadian Sphagnum.

WM. A. JOHNSTON

1722 N. W. 15th Ave. Portland 9, Ore.

**Learn**

## ORNAMENTAL HORTICULTURE

A thorough, constructive home training for employment or advancement in Nursery Operations, Park Supervision or Maintenance, Landscape Designing or Landscape Gardening. Send for Free Bulletin. APPROVED FOR VETERANS.  
NATIONAL LANDSCAPE INSTITUTE  
Dept. H-5 318 So. Robertson Los Angeles 36, Calif.

ment of Agriculture expects a drop of five to ten per cent in farm incomes this year. With continued rising costs of all agricultural items, the reduction in net farm income may thus be greater, according to the bureau.

"New Frontiers in Agriculture" was the theme of the annual Cal-Aggie picnic held at the University of California, at Davis, early in April.

The Northern California Greenkeepers' Association is the ninth professional group to have affiliated with the California Horticultural Council.

Donald Perry, who operates the Sunnyside Nursery, San Anselmo, has one of the most attractive and modern establishments in the bay area. The lath house is large and well planted and is arranged for customers' convenience in looking over the plant materials and in bringing material out for inspection or delivery. The garden supply store is bright and well lighted, and the stock on hand is fresh and is kept well dusted and complete. About five miles from the retail outlet Mr. Perry has five or six acres where stock is grown.

A. N. Kasimatis, horticulturist and citrus expert, has become a member of the staff of the agricultural extension service in Kern county, according to Mark Lindsay, county farm adviser.

During the war foreign pests which are injurious to California agricultural stock were intercepted in baggage and souvenirs brought by servicemen returning from the Pacific areas. The latest source of such pests is surplus war goods brought in from these areas. Most shipments are now covered with immense tarpaulins and subjected to prolonged fumigation. After this treatment, the goods are unpacked, examined, cleaned and re-packed. They are then held for a certain time for observation before being allowed to proceed to the consignees.

The first known case of orange rust on youngberry plants in California was reported in a commercial planting in San Gabriel valley. The plants were destroyed.

Mistletoe is endangering half of the 10,000 susceptible trees in Kern county, a section of the state where trees are hard to grow. W. B. B.

R. P. JUHNICHEN has sold Aves Blueberry Farm, Puyallup, Wash., but is continuing in the nursery business at Gresham, Ore.

W. E. WIEPRECHT has moved from 1010 Highland avenue, Salem, Ore., to 1266 South Fifteenth street, Salem.

## AS ALWAYS OREGON'S BEST SOURCE OF GOOD ROSES

A complete list of HYBRID TEAS, CLIMBERS, BABIES and FLORIBUNDAS. Also, one of the most complete lists of patent varieties, including the A.-A. R. S. award winners.

SEND FOR OUR LISTS.

EASTERN REPRESENTATIVE:

FRANK C. DONOVAN  
5056 WASHINGTON BLVD.  
CHICAGO 44, ILL.

**PETERSON & DERING**

ROSE GROWERS

Scappoose, Oregon

## EVERGREEN LINERS

Azaleas rooted cuttings, 25 varieties.  
Cham. laws, ellwoodi, Per 100  
rooted cuttings, 4 to 6 ins. \$10.00  
Smaller cuttings..... 7.00  
250 or more at 6c.  
Juniperus comm. fastigiat..... 8.00  
Taxus baccata fastigiat..... 10.00

### PERENNIALS

Heathers, 20 varieties.

Write for complete price list.

**MITSCH NURSERY**

Wholesale Propagators and Growers

Aurora, Ore.

## KEEPS ROOTS MOIST

★ When packing bare roots or deciduous stock for shipment or storage, use Wood Feathers brand cedar shavings (red cedar shingle tow). There are 3 reasons for Wood Feathers' superiority:

1. Large moisture-absorbing capacity.
2. Will retain moisture for a long period of time.
3. Economical and easy to use.

**Wood Feathers**

BRAND  
**CEDAR SHAVINGS**

P.O. Box 37, North Portland, Oregon

## 3000 RHODODENDRON PONTICUM

Transplants.

In flats, average 4 to 6 ins., 12c each in lots of 300 or more.

KAPP'S NURSERY, Inc.  
R. 5, BOX 714 (Seattle Hwy.)  
TACOMA, WASH.

## FRUIT and NUT TREES

Grown and Selected especially for the retail Salesyard.

**CARLTON NURSERY CO.**

"Over Half a Century" - Since 1890

Forest Grove, Oregon

## WANT ADS

Help and Situation Wanted and For Sale advertisements.

**Display: \$3.00** per inch, each insertion.

**Lines: 25¢** line; minimum order **\$2.00.**



## FOR SALE

This beautiful, complete nursery, flower and gift shop. Modern in every detail. Flower shop includes large walk-in box. Nursery has large glass house, three lath houses, storeroom, office, garden supply salesroom and beautiful patio. Located in Redlands on approximately 1 acre. Due to poor health must be sold immediately. Wonderful opportunity in an ideal location in southern California.

**REDLANDS WAYSIDE GARDENS & FLORIST**

Hwy. 99 at Texas, P. O. Box 911

Ruth T. Davis, Owner

Redlands, Calif.

### EFFECT OF DDT ON BLAKEMORE STRAWBERRIES.

Experimental results showing the effect of adding technical DDT to the soil in field plots on the subsequent growth of Blakemore strawberry plants are presented in a paper by M. C. Goldsworthy and John C. Dunegan, which appeared in the April 15 issue of the Plant Disease Reporter, published by the United States Department of Agriculture.

Concentrations of six, twelve, twenty-five, fifty and 100 pounds of technical DDT to the acre (each acre with a 6 2/3-inch profile) were mixed with sassafras sandy loam soil to a depth of three to four inches in field plots at the United States Department of Agriculture plant industry station, Beltsville, Md. The treated soil was planted March 21, 1947. At the end of the growing season, October 30, 1947, the mother and runner plants were harvested, counted and weighed for green weight and dry weight.

The results indicated that there was a significant reduction in the number of new runner plants and in the correlated green and dry weights of the plants when the soil concentration of technical DDT reached a value of twelve pounds to the acre. At increasing dosages the losses were pounds to the acre the number of significantly higher until at 100 plants and the green and dry weight values were approximately half those reached in the 6-pound plot.

This reduction is attributed to the physiological change induced by

**FOR SALE** — Florists' greenhouse and nursery business in good resort town in northern Wisconsin. Consists of 8 1/2 acres of land on main highway, 4 blocks from town, all fully planted with shrubs, perennials and evergreens; 3 greenhouses, all fully stocked for spring; hotbeds and coldframes; hot-water heat and new stoker; 40-acre farm, 1/2 mile from town, partly cleared and planted with evergreens; large display room with icebox, fine line of pottery, ribbons and all items for florists' business, 2 large Thermopane display windows, workroom and office, plus office equipment; boilerhouse, potting shed and stock room; large garage and warehouse; 6-room modern house, carpeted, with large knotty pine living room, dining room, kitchen on first floor, 3 large bedrooms and bath on second floor. Equipment — 4 trucks, power tree sprayer, soil shredder, 2 Rototillers, Fordson tractor, complete tree surgery and trimming tools, 2 trailers, power drill, power lawn mower, pipe dies and cutter, conveyor and many other items such as shovels, hoes, rakes, etc. Member F.T.D.A. Only florist, nursery and landscape gardeners in town. Gross business, \$60,000.00 per year; can be increased. Price, \$75,000.00; substantial down payment, balance monthly. This is a good-going business and ideal for an ambitious, aggressive young fellow. Reason for selling, death of owner. Write to Box 561, care of American Nurseryman.

DDT upon the root system, which is characterized by a thickening of the main and secondary roots and a loss of the ability to form fibrous roots. As a result of this reduction in root system, the treated plants grew less vigorously, matured earlier and produced fewer runners.

In no case was the toxic action of DDT sufficient to kill the mother plants.

**AFTER** twenty years' experience as an estate gardener and a nurseryman, Harry Logan has started a nursery at Norwalk, Conn.

**THE** Edenvale Nursery, located on the Mission San Jose highway about two miles south of Niles, Calif., is now being operated by Mr. and Mrs. F. J. Serpa.

### FOR SALE

An unusual opportunity to acquire a profitable going business; 8 acres of fine soil; packing house and cellar; city of 40,000; on main avenue. Price \$15,000; enough salable stock to more than pay this. Cash or 1/2 cash, balance arranged. 2 years' profit could more than pay out. Might consider some kind of partnership. Wish to retire.

TREADWELL NURSERY CO.  
Great Falls, Mont.

### FOR SALE

Well established landscaping and nursery business at Colorado Springs, Colo. Three 50-ft. greenhouses, office, 2-car garage, 4-room, furnished house with full basement, two 1941 Dodge trucks and other equipment. Price, \$22,500.00. Address Box 559, care of American Nurseryman.

### WANTED

Perennial and bulb grower to locate in our immediate vicinity. Will furnish sales site and small acreage on Seattle-Tacoma Highway 99. Also sites across highway are available. Necessary to be fully experienced and furnish trade references. Do not write; come and see it.

KAPP'S NURSERY, Inc.  
R. 5, Box 714 Tacoma, Wash.

### SITUATION WANTED

Position as manager wanted by nurseryman well known to the trade. Have been connected with some of the larger nurseries both in sales and production. Prefer wholesale or large retail nursery. Address Box 558, care of American Nurseryman.

**FOR SALE** — Nursery; 40 acres; 18,000 evergreens, 21,000 trees, 4-bedroom house plus 4-room apt., furnished. On U. S. 212, 8 mi. s.w. of Minneapolis. Sell 24,000 tons of black soil and peat at \$1.00; sell 19 home-sites at \$550.00. 5-car garage, shop, orchard, \$56,000.00. 15 years selling retail and to 40 Twin City landscapers. I want to retire about 1948. HUDSON NURSERY, R. 1, Hopkins, Minn.

**FOR SALE** — Established nursery and greenhouse. Good location for florist. For information, write WAYNE SNOW, Old Hickory, Tenn.



# SPECIAL ISSUE

## A. A. N. PRE-CONVENTION NUMBER

**OUT JULY 15—FORMS CLOSE JUNE 25**

Full-color covers; full-color advertising inserts; record advertising of supplies, equipment and nursery stock, and special editorial features make this issue a must for advertisers and one prized by subscribers throughout the year, an issue to which they refer again and again as veritable where-to-buy-it directory.

Plan now for conspicuous space in this issue.  
Send your copy early.

PROGRAMS AND OTHER ANNOUNCEMENTS IN THE  
JUNE 15 and JULY 1 ISSUES.

COMPLETE CONVENTION REPORT IN THE AUGUST 1 ISSUE.

JUNE 15 ISSUE  
forms close May 31

JULY 1 ISSUE  
forms close June 14

### AMERICAN NURSERYMAN

343 South Dearborn St.,

Chicago 4, Illinois

JULY 15 ISSUE  
A.A.N. SPECIAL ISSUE  
forms close June 25

AUGUST 1 ISSUE  
forms close July 15



**Seventy-third Annual Convention  
of the**

**AMERICAN ASSOCIATION of NURSERYMEN**

**July 18 to 22, 1948**

**Schroeder Hotel, Milwaukee, Wis.**

# CLASSIFIED ADS

25 cents per line.

Minimum order, \$2.00.

## AZALEAS

**AZALEAS FOR GROWING ON**  
Coral Bella, Bond Street (large, semidouble rose-pink), Mayfair (large, semidouble salmon-pink) and 'Penncrest' (orange), 2 yrs. in field, compact plants 4 to 6 ins., 35¢ each. Coral Bella, 3-in. pot, 25¢ each.  
Can ship anywhere. Light, strong, free packing. \*Patented.  
**LEACH'S NURSERIES** Riverton, N. J.

**30,000 AZALEA TRANSPLANTS**  
Indica Alba, Mary, Hinodegiri, Alice, Amoen, Hinomayo, Flame, Purple King, Mixed Pink Kampeferi.  
Very heavy rooted.  
14c in 1000 lots, 16c in 100 lots.  
Packing and shipping extra.  
**DE KALB NURSERIES, Inc.** Norristown, Pa.

**AZALEAS FOR GROWING ON**  
Per 100 Per 1000  
Coral Bella, 3-in. pots. \$20.00 \$180.00  
Coral Bella, 1-yr., transplants. 22.50 200.00  
Hinodegiri, 1-yr., transplants. 22.50 200.00  
250 or more at the 1000 rate. F.O.B. Hampton, Va. Cash with order.  
**LE-MAC NURSERIES** Hampton, Va.

**AZALEA ROOTED CUTTINGS**  
Formosa and some other indica varieties available for immediate shipment. \$6.50 per 100 or \$60.00 per 1000. No charge for packing.  
**FLORIDA NURSERY & LANDSCAPE CO.** Leesburg, Fla.  
Box 97

**AZALEAS**  
Pride of Mobile, Formosa, Fishers Pink, Fielders White, 10 to 15 ins., \$30.00 per 100.  
**NATIONAL NURSERIES** Biloxi, Miss.

**AZALEA TRANSPLANTS.**  
Azalea mollis, 4 to 8 ins., strong. \$0.10  
**SYLVAN NURSERIES** Roseville, Calif.

## BERRY PLANTS

**ARROWHEAD**, the new Minnesota June-bearing strawberry. Exceptional for hardiness and quality; prolific and productive; \$3.00 per 100, \$20.00 per 1000.

**PIXWELL GOOSEBERRY** is fast replacing older varieties. Bush is fast-growing; berries, deep pink, large and easy to pick. Write for prices on large lots for fall delivery.

**BERGESSON NURSERY** Fertile, Minn.

**STRAWBERRY PLANTS**—Double inspected, northern-grown Dunlap and Blake-more, \$7.50 per 1000, 10,000 up, \$7.00 per 1000. Premier and Bellmar, \$10.00 per 1000. These are young, healthy, fresh-dug plants packed to reach you in good growing condition.

**IOWA NURSERY** Farmington, Iowa

## RASPBERRY PLANTS

Per 100 Per 1000  
Latham, 1-yr., No. 1. \$5.50 \$48.00  
Latham, 1-yr., med. 4.50 34.00  
Latham, 2-yr. trans. 7.00 60.00  
St. Regis Ever, No. 1. 5.25 45.00  
Cumberland and Logan, black, tips 4.00 32.00  
**HUEBNER NURSERY**, Stevensville, Mich.

**STRAWBERRY PLANTS**  
300,000 Robinson plants. Northern-grown, spring-dug and doubly inspected, \$10.00 per 1000.  
**PERCY'S STRAWBERRY NURSERIES** Kalamazoo, Mich.

## BULBS and TUBERS

**DAHLIAS**  
Large divisions with live eyes.  
**MINIATURES**  
A. D. Livoni. \$0.10 Red Cactus. \$0.15  
Bronze Ball. \$0.10 Springhill Rose. \$0.15  
Fairly. \$0.12 Storm King. \$0.10  
Gloire de France. \$0.15 White Fawn. \$0.12  
**LARGE-FLOWERING**  
Jane Cowl. \$0.18 Nanaquaket. \$0.30  
F.O.B. Grand Rapids. Cash with order.  
**FRANCIS W. DU SHANE**  
2040 Du Shane St., N.W., Grand Rapids, Mich.

## CAMELLIAS

**TORMEY-GROWN CAMELLIA PLANTS** will reach you growing vigorously and will continue their vigorous growth uninterrupted, because they are grown in containers and are shipped in these containers with all of the plant roots protected, intact and undisturbed—this applies to all sizes whether it be plants from 2½-in. pots or the larger specimens.  
**TORMEY'S, TEMPLE CITY, CALIF.**

## EVERGREENS

**ROOTED CUTTINGS, TRANSPLANTED.**  
(Out of beds) Per 100 Per 1000  
Retinospora pis. plumosa. \$15.00  
Retinospora pis. plumosa aurea. 15.00 125.00  
Thuja occidentalis hoveyi. 15.00 125.00  
Thuja occidentalis compacta. 15.00  
Taxus cuspidata (spreading). 15.00 125.00  
Taxus cuspidata (upright). 17.50 150.00  
Taxus cuspidata media. 17.50  
Taxus cuspidata brevifolia. 17.50 150.00

**SEEDLINGS.**  
Ampelopsis veitchii, shorta. 1.50 10.00  
Ampelopsis veitchii, 12 to 18 ins. 3.00 25.00  
Ampelopsis veitchii, branched. 7.50  
Cydonia japonica, shorta. 2.00 15.00  
Cydonia japonica, 9 to 15 ins. 3.50 30.00  
Cydonia japonica, 15 to 21 ins. 7.50  
Ulmus americana seedlings, 1-yr. 2.50 20.00  
Berberis thunbergii, 3 to 6 ins. 2.50 20.00  
Berberis thunbergii, 6 to 9 ins. 3.50 30.00  
Berberis thunbergii, 9 to 12 ins. 5.00 45.00  
Berberis thunbergii (red-leaved), 3 to 6 ins. 2.50 20.00  
6 to 9 ins. 4.00 35.00  
9 to 12 ins. 7.50

**CUTTINGS AND GRAFTS OUT OF GREENHOUSE.**  
(Shipment when ready.)

Cornus florida rubra, 2½-in. 50.00  
Biota aurea nana (Berckmans), 2½-in. pots. 45.00  
Juniperus pfitzeriana, 2½-in. pots. 25.00  
Juniperus pfitzeriana, rooted cuttings. 15.00 125.00  
Taxus cuspidata (spreading), rooted cuttings. 10.00 90.00  
Taxus cuspidata (upright), rooted cuttings. 10.00 90.00  
Taxus cuspidata brevifolia, rooted cuttings. 12.50 100.00  
Retinospora plumosa, rooted cuttings. 9.00 75.00  
Retinospora plumosa aurea, rooted cuttings. 9.00 75.00  
Thuja occidentalis, rooted cuttings. 9.00 75.00  
Thuja occidentalis compacta, rooted cuttings. 9.00 75.00

**BROUWER'S NURSERIES**  
Box 25 New London, Conn.

**LINING-OUT STOCK**  
Grafted stock, 2½-in. May shipment. Per 100  
Acer pal. atrop. \$75.00  
Acer dia. atrop. 75.00  
Cornus florida rubra. 50.00  
Pinus strobus nana. 50.00  
Pinus cembra. 50.00  
Ret. obt. nana gracil. 50.00  
Tauga sargentii. 50.00

1-yr. bedded outside. Per 100 Per 1000  
Ilex crenata. 30.00 \$275.00  
Ilex bullata. 30.00  
Franklinia alatamaha. 75.00  
Juniperus dep. plum. 20.00 175.00  
Taxus hicksi. 15.00 125.00  
Taxus hatfieldi. 2.50 20.00  
Taxus cuspidata. 15.00 125.00  
Taxus capitata. 25.00 250.00  
Taxus brevifolia. 20.00 200.00  
Taxus canadensis. 15.00 150.00  
Taxus densa. 15.00 150.00

**Seedlings and Transplants.** Per 100 Per 1000  
Abies douglasii, 2-yr. S. 4.00 \$35.00  
Abies balsamea, 2-yr. S. 4.00 35.00  
Cryptomeria jap., 1-yr. S. 2.50 15.00  
Picea excelsa, 2-yr. S. 2.50 15.00  
Picea pungens, 2-yr. S. 3.50 30.00  
Pinus pungens, 3-yr. S. 4.50 40.00  
Pinus mughus, 2-yr. S. 6.00 50.00  
Pinus mughus, 2-yr. Tr. 7.00 60.00  
Pinus strobus, 2-yr. S. 3.00 25.00  
Pinus sylvestris, 2-yr. S. 3.00 25.00  
Syringa vulgaris, 1-yr. S. 3.00 25.00  
Taxus capitata, 1-yr. S. 15.00 125.00  
Tauga canadensis, 1-yr. S. 3.50 25.00  
4 to 6 ins., 2-yr. Tr. 7.00 60.00  
6 to 9 ins., 3-yr. Tr. 11.00 100.00  
9 to 12 ins., 4-yr. Tr. 16.00 150.00

Complete list on request.  
**VERKADE'S NURSERIES**, Wayne, N. J.

**LINING-OUT STOCK.** Per 100 Per 1000  
From extra-long, healthy cuttings.  
Taxus cusp., 1-yr., 3-in. pot. \$25.00 \$225.00  
Taxus cusp., 2-yr., 2½-in. pot. 22.50 200.00  
Taxus inter., 1-yr., 3-in. pot. 25.00 225.00  
Taxus hicksi, 1-yr., 3-in. pot. 25.00 225.00  
Taxus hicksi, 1-yr., 2½-in. pot. 22.50 200.00  
Thuja pyramid., 1-yr., 3-in. pot. 25.00 200.00

**Strong, 6 to 10 ins. long, heavily rooted.**  
Taxus cuspidata. 10.00 80.00  
Taxus capitata, tip cuttings. 12.00 100.00  
Taxus hatfieldi. 12.00 100.00  
Taxus hicksi. 10.00 80.00  
Taxus intermedia. 12.00 100.00  
Thuja occ. pyramid. 10.00 90.00

**THE COTTAGE GARDENS**  
Lansing 15, Mich.

**TAXUS CUSPIDATA** (Spreading Yew), 1½-in. plant bands, 6 to 12 ins., 2 winters in the greenhouse. \$20.00 per 100, \$180.00 per 1000. 25 at the 100 rate.  
**JUNIPERUS HORIZONTALIS PLUMOSA** (Andorra Juniper), rooted cuttings, \$10.00 per 100, \$80.00 per 1000.  
**EUONYMUS RADICANS**, Strong, 5-in. rooted cuttings, \$10.00 per 100, \$80.00 per 1000.  
**McINCH GREENHOUSES**, St. Joseph, Mo.

## EVERGREEN LINERS FOR SPRING

Rooted cuttings, ready now. Per 100  
Taxus media browni. \$9.00  
Taxus media densa. 8.50  
Taxus media hatfieldi. 10.00  
Taxus media hicksi. 8.50  
Taxus cuspidata. 8.50  
Taxus cuspidata capitata. 12.50  
Taxus nigra. 8.50  
Euonymus radicans. 7.50  
1-yr. transplants from outdoor beds, ready now.  
Taxus media browni. 15.00  
Taxus nigra. 15.00  
Taxus cuspidata. 15.00  
Taxus cuspidata capitata. 15.00  
Packed and mailed free. Cash with order.

**SUNNYBROOK FARMS NURSERY**  
Chesterland, Ohio

**LINING-OUT STOCK FOR IMMEDIATE PLANTING.** Per 100  
2½-in. pot-grown.  
Taxus cuspidata, 6 ins., heavy. \$25.00  
Taxus hicksi, 6 ins. 22.50  
Thuja elegantissima, 6 to 8 ins., heavy. 25.00  
Thuja pyramidalis, 8 to 10 ins., heavy. 25.00  
Thuja pyramidalis, 8 to 10 ins. 25.00  
Thuja woodwardii, 6 to 8 ins., heavy. 22.50

Orders accepted subject to prior sale.  
2% discount for cash with order.  
**THE HOLLANDIA GARDENS**  
South Vienna, Ohio

**LINING-OUT STOCK.** Per 100  
Rhododendron carolinianum. \$15.00  
4 to 6 ins., XX trans. 25.00  
Taxus cuspidata, 2-yr., 8 to 10 ins. 30.00  
Taxus capitata, 2-yr. cuttings, 10 to 15 ins. 30.00  
Taxus hicksi, 2-yr., 10 to 12 ins. 20.00  
Taxus brevifolia, 4 to 8 ins. 20.00  
Free packing for cash with order.

**ROCKY RIDGE NURSERY**  
1321 Bald Hill Rd. Apponaug, R. I.

**CANADA HEMLOCK.**  
10,000; all sizes; clay loam-grown. Will ball perfectly. Your selection at nursery.  
13 to 24 ins. \$15.00  
24 to 30 ins. 2.00  
30 to 36 ins. 2.50  
3 to 4 ft. 3.00  
4 to 5 ft. 3.50

F.O.B. your truck.  
**DAVID KANEFF NURSERY**  
State Rt. 375 Marietta, Ohio

**ROOTED CUTTINGS FOR SPRING** Per 100  
2000 Taxus media browni. \$9.00  
2000 Taxus cuspidata nana. 11.00  
4000 Taxus cuspidata. 11.00  
4000 Taxus cuspidata capitata. 15.00  
2000 Taxus media hatfieldi. 10.00  
7000 Taxus cuspidata nigra. 8.50  
Cash with order.  
Shipped prepaid immediately.  
**SUNNYBROOK FARMS NURSERY**  
Chesterland, Ohio.

**EVERGREEN LINERS.** Per 100 Per 1000  
Juniperus glauca hetzi, 2-in. pots, 6 to 10 ins. \$32.50 \$275.00  
Juniperus pfitzeriana, 2½-in. pots, 6 to 10 ins. 32.50 275.00  
Juniperus griffithii, 2½-in. pots, 6 to 10 ins. 65.00 550.00  
Taxus cuspidata, 2½-in. pots, 6 to 10 ins. 25.00 200.00  
**GOLF NURSERY**  
Shermer Rd., Northbrook, Ill.

**POTTED EVERGREENS.** For Spring Delivery. Per 100 Per 1000  
Juniperus pfitzeriana 5 to 7 ins. \$20.00 \$175.00  
Taxus cuspidata. 7 to 9 ins. 25.00 200.00  
Taxus hicksi. 8 to 10 ins. 25.00 200.00  
Send for our price list for Biota aurea nana, Juniperus, Taxus and Arborvitae. Also rooted cuttings for spring delivery. Packing and boxing at cost. Cash with order.

**VOGUE FLORAL GARDENS**  
New Lebanon, Ohio

**LINING-OUT STOCK, SPRING 1948.** Select quality lining-out stock of Evergreens and Shrubs. Rooted Cuttings. Grafts and Transplants for early and late spring shipment. Send for our list and order early.

**JOHN VERMEULEN & SONS, INC.**  
Westbury, L. I., N. Y.

**EVERGREEN LINERS**  
Taxus cuspidata capitata, from seeds, twice-transplanted, 9 to 13 ins.  
Once-transplanted Taxus hatfieldi, hicksi and capitata; Hemlock, and Pfitzer Juniper. Get acquainted with Brookfield Evergreens.  
**BROOKFIELD GARDENS** Delaware, N. J.

Lining-out stock of Azaleas, Rhododendrons and Boxwood.  
Write for list of varieties and prices.  
**LEVICK NURSERY CO.**  
R. F. D. 3 Bridgeton, N. J.

20,000 NANDINAS. Greenhouse-grown in 2½-in. plant bands. Ready to ship at 16c each.  
**DECATER NURSERY CO.**  
Rt. 1, Box 250 Decatur, Ala.

**BIOTA BAKERI** (Arborvitae). Strong, rooted cuttings ready for potting. \$50.00 per 1000.  
**MITCHELL NURSERY CO.**  
 212 University Dr. Port Worth 7, Tex.

**GARDENIA MYSTERY LINERS**  
 From 3-in. pots, \$20.00 per 100.  
**FLORIDA NURSERY & LANDSCAPE CO.**  
 Box 97 Leesburg, Fla.

### FRUIT TREES

Highly recommended new Minnesota Apples: **Prairie Spy**, **Haralson**, **Minjon**, No. 790 **Baking Apple**, **Redwell**, **Victory** and **Beacon**, 5 to 7-ft. heavy trees, in 5 lots, 75c each; 10, 70c each. Cash. Shipped express collect. Plums: **Vaneta**, **Underwood**, **Lassie**, **Kahina**, **La Crescent**, **Ember**, **Felbing** **Prize No. 133** and **No. 101**, 4 to 6-ft. trees, \$1.00 or more, 75c each.  
**SWEDBERG NURSERY**, Battle Lake, Minn.

### GROUND COVERS

**VINCA MINOR**  
 Good, strong, healthy plants 8 to 12 ins. tall, 8 to 12 vines to a clump. Well packed for shipment.  
 Clumps: \$10.00 per 100; \$95.00 per 1000.  
**SYLVANIA NURSERY & PEAT CO.**  
 New Galilee, Pa.

**Surplus Stock**  
 can be easily and quickly turned into Cash  
 listing it in the  
**American Nurseryman Classified Ads.**

### HARDY PLANTS

**HARDY CHRYSANTHEMUMS**  
 These are field-rooted divisions and will give utmost satisfaction for potting for spring resale or lining out.

CUSHION TYPES	Per 100
Bronze Cushion	4.00
Pink Cushion	4.00
White Cushion	4.00
Yellow Cushion	3.00
Santa Claus, bright red	4.00

TALLER, CUT FLOWER TYPES	Per 100
Acacia, single yellow	4.00
Algonquin, double yellow	4.00
Autumn Lights, new bronze	10.00
Clara Curtis, new pink Korean	4.00
Caliph, double red	4.00
Burgundy, new crimson	10.00
Dean Kay, early pink	4.00
Deanna, rose-pink	4.00
Ember, glowing orange	4.00
Habe, early pink Korean	4.00
Irene, white pompon	4.00
Red Kristina, large Korean	4.00
Little Bob, bronze pompon	4.00
Mrs. Morgan, double chestnut	4.00
Ouray, bronze pompon	4.00
Purple Jewell, deep purple	8.00
Pygmy Gold, golden-yellow	4.00
Robt. Brydon, garnet-red	8.00
Sappho, profuse yellow	4.00
Seminole, early white	4.00
Sept. Bronze, early pompon	6.00
Viking, huge red Korean	4.00

NEW HARDY ENGLISH TYPES	Per 100
Alabaster, large white	10.00
Alfredon Beauty, amber-gold	12.00
Border White, large snow-white	12.00
Bronze Buttercup, large	8.00
Coppelia, bright red	10.00
China Gold, quilled petals	10.00
Conqueror, rich crimson	10.00
Challenger, bronzy-red	10.00
Crimson Buttercup	8.00
Eldorado, unique yellow	12.00
Freda, mauve-pink	8.00
Golden Dome, deep gold	10.00
Gold Standard, best yellow	10.00
Gladiator, chestnut-red	10.00
Hoopoe, large old rose	12.00
Hilcrest Red, crimson	10.00
Indiana, rich crimson	10.00
Mrs. Don McIvor, yellow	12.00
Mrs. T. Guthrie, large chestnut	12.00
Rose Princess, salmon-rose	10.00
Petunia, petunia-purple	12.00
Vulcan, brilliant crimson	10.00
Reveler, India-red	8.00

**SPECIAL OFFER:**  
 100 of the above English, 10 var. selection, \$9.00, sent prepaid.

**NEW CROWN MUMS**  
 Papoose. The best year offered. A rich wine-red and low growing. Ideal pot plant for fall sales.  
 Rooted cuttings, \$10.00 per 100.  
 Champion cushion, red-bronze, new. Rooted cuttings, \$6.00 per 100.  
 Major cushion, bright pink, new. Rooted cuttings, \$7.00 per 100.  
 25 of a variety at 100 rate.  
 Minimum, 25 of a variety.  
 Write for prices on field clumps.  
**ELKHART NURSERY CO.**  
 Elkhart 1, Ind.

### PERENNIALS

New and Standard Kinds.  
 A most modern and complete selection.  
 New Wholesale List now ready.  
 Send for Free Copy Now.  
**CARROLL GARDENS**  
 Westminister, Md.

**HARDY GARDEN CHRYSANTHEMUMS**—  
 \$1.00 per 10, \$10.00 per 100, 35c each.  
 Aglow, Algonquin, Autumn Greetings, Autumn Sunlight, Avalanche, Aviator, Barbara Small, Betty, Bonfire, Caliste, Chas. Nye, Chippewa, Dahlia Mum, Dee Dee Aphra, Dean Kay, Drifted Snow, Early Bronze, Early Wonder, E. A. Wander, Echoes, Exeter, Fireglow, Glacier, Glowing Coals, Golden Treasure, Harbinger, Harmony, Heatherbloom, Heartthrob, Irene, Lavender Lady, Lavender Lassie, Little Eskimo, Mandala, Morning Glow, Mrs. Du Pont, North Star, Olive Longland, Orchid Spoon, Pigmy Gold, Pink Radiance, Pohatcong, Pomponette, Primula, Red Bank, Red Gold, Red Hussar, Red Riding Hood, Robert Brydon, September Cheer, September Dawn, Sequoia, Serene, Sienna, Simba, Southwind, Stalwart, Sunapee, Sundance, The Chief, The Moor, Violet.  
 \$2.00 per 10, 35c each.

**Allegro**, Appleblossom, Autumn Lights, Autumn Glory, Brilliant, Bronze Gold, Bronze Pyramid, Butterball, Burma, Catherine Collins, Clara Jameson, E. A. Guest, Eureka Giant, Genna, Glittering Hills, Golden Salmon, King Midas, Late Rose, Lola, Maroon 'n' Gold, Margaret Ann, Miss Lace, Murrums, Nanook, Orange Cluster, Oriental Glory, Pink Glow, Pink Profusion, Rapture, Red Button, Salute, Tussock, Twilight, Valiant, White Wonder, Wintergreen, Yellow Dot.

**ENGLISH VARIETIES**—\$1.00 per 10, \$10.00 per 100, 35c each.  
 Alabaster, Assurance, Border White, Bronze McLeod, Buttercup, Cerise, Challenger, Chester Castle, China Maroon 'n' Buttercup, Crusader, Cyril Coleman, Daffodil, Don Juan, Eldorado, Elite, Enticellent, Flashlight, Gladiator, Gold Standard, Hector, Hillcrest Red, John Baxter, Hunter, Jean Rowland, Juanita, Leda, Mayland Dome, Mrs. Don McIvor, Mrs. J. Pindley, Mrs. T. Guthrie, Nellie Richardson, Orange Glow, Polly, Rose Princess, Sandie Ritchie, Sybil, Westbourne, \$2.00 per 100, 35c each.  
 Adorations, Autumn Gold, Alex. Mason, Avondale White, Bell Mauve, Bronze Freda, Charmwood, Dawn, Donald Orr, Ella Friend, Geo. Barnes, Geo. McLeod, Golden Dome, Golden Emperor, Golden Gem, Henry Vincent, Lutonia, Mennon, Mrs. J. H. Milner, Mrs. Percy Beer, Old Gold, Pink Reward, Phyllis Gold, Red Crusader, Scarlet Coat, Spiffire, Stella, Sunlit, Tibshelf Glory, Vulcan, Warden Bronze, Wendy, Woking Bronze, Yellow Gown.

**SPIDERS**—\$2.00 per 10, 35c each.  
 Beas Witt, Kay Tashima, Mrs. Jerry Craig, Ohkwan.  
**CUSHIONS**—\$1.00 per 10, \$8.00 per 100.  
 Apricot Glow, Bronze Cushion, Champion Cushion, Pink Ashlor.  
 Please include a few second choices.  
**McNINCH GREENHOUSES**, St. Joseph, Mo.

We have a good supply of our usual, extra-fine Delphiniums for sale this spring. These plants can be shipped at once as we have a considerable quantity in storage. They will be packed with our famous packing system.  
**DELPHINIUM SEEDLINGS**  
 Per 100 Per 1000  
 Chinese \$3.50 \$33.25  
 Chinese Blue Mirror \$4.00 38.00  
 Blackmore & Langdon Hybrids 4.50 42.75  
 Vetterli & Reinelt Pacific Hybrids, color group:  
 Dark Blue Lavender and Pastel  
 Light Blue  
 Mixed Shades  
 \$5.50 per 100; \$52.25 per 1000.  
 Vetterli & Reinelt Pacific Hybrids, named varieties:  
 Black Knight  
 Blue Bird  
 Blue Jay  
 Camelard  
 Galahad  
 \$6.50 per 100; \$61.50 per 1000.  
 Price per 25 is 30% of 100 price. 100 price may be used when 250 or more of one variety or color are ordered.

**2-YEAR SELECTED DELPHINIUMS**  
 Vetterli & Reinelt Pacific Hybrids, named varieties:  
 Camelard  
 Galahad Series  
 Summer Skies  
 \$10.00 per 100; \$95.00 per 1000.  
 Price per 25 is 30% of 100 price. 1000 price may be used when 250 or more of one variety or color are ordered.  
 Send for a copy of our new spring catalog just off the press.

**RICHARDS GARDENS**  
 "Old Homestead" Brand Plainwell, Mich.

**HARDY CHRYSANTHEMUMS**  
 Strong potted stock from 2 1/2-in. pots.  
 25 varieties, 2 each.....\$ 6.00  
 25 varieties, 4 each.....12.00  
 25 varieties, 10 each.....25.00  
 50 varieties, 2 each.....12.00  
 50 varieties, 5 each.....25.00  
 50 varieties, 10 each.....48.50  
 Write for our wholesale list.  
**RECK'S GARDENS**, Montgomery, Ohio

**CERTIFIED PLANTS**  
 Day Lilies: **Serenade**, 50c; **Imperator**, 25c; **Modesty**, 25c; **Double Kwanso**, 25c. Ribbon Grass, 12 for \$1.00. Dahlias: \$10.00 per 100. Bird's-foot Violets (pedata), mixed, \$3.00 per 100. Mammoth White Violets, \$5.00 per 100. Labeled Iris, \$5.00 per 100. Shipped after blooming.  
**SPARKMAN'S GARDENS**  
 Rt. 1 Scottsboro, Ala.

### HARDY CHRYSANTHEMUMS

#### Upright and Cut Flower Types

	Field Divisions	Per 100	Per 1000
Algonquin, fine double yellow	4.00	\$4.00	\$35.00
Apollo, Kor., bronze and red	4.00	30.00	30.00
Astrid, Kor., pink	4.00	30.00	30.00
Burgundy, good cutter, red, D.	5.00	40.00	40.00
Caliph, D., fall dark red	4.00	35.00	35.00
Crimson Splendor, Kor. L., red	4.00	35.00	35.00
Early Yellow, yellow pompon	4.00	35.00	35.00
Ember, bronze, Late cutter, D.	4.00	35.00	35.00
Evelyn, pink and yellow, D.	4.00	35.00	35.00
Goblin, late, D., bronze	4.00	35.00	35.00
Jean Treadway, D., pink	4.00	35.00	35.00
Kristina, Kor., red	4.00	35.00	35.00
Little Bob, dark red pompon	4.00	35.00	35.00
Mrs. P. Du Pont, D., peach cutter	5.00	40.00	40.00
Rept. Bronze, bronze pompon	4.00	35.00	35.00
Siegfried, yellow daisy	4.00	30.00	30.00
Viking, red daisy	4.00	30.00	30.00

#### Cushion and Low Types

Achievement, pink and yellow	4.00	35.00
Autumn Lights, bronze and red	4.00	35.00
Bronze Cushion	4.00	35.00
Dean Kay, pink	4.00	35.00
Little Eskimo, white pompon	4.00	35.00
Marj. Mills, peach and red	4.00	35.00
Pink Cushion	4.00	35.00
Pygmy Gold, yellow button	4.00	35.00
Red Cushion, Santa Claus	4.00	35.00
Sept. Cloth, white pompon	4.00	35.00
Sonny Boy, yellow button	4.00	35.00
White Cushion	4.00	35.00
White Gull, white pompon	4.00	35.00

25 of a kind at 100 rate, 250 at 1000 rate.

For larger quantities, write for prices stating your wants. Also for prices on field-grown clumps.

**NAGLE'S NURSERY**  
 Benton Harbor, Mich.

This stock is heavy and well rooted. 1-yr. field seedbed, 2-yr. transplanted.

	Per doz.	Per 100
Alyssum saxatile Compactum	\$ 8.00	
Aquilegia—Columbine chrysantha Silver Queen	10.00	
Clematis	\$2.00	
Longissima Hybrida	8.00	
Crimson Star	12.00	
Mrs. Scott Elliott's strain	10.00	
Antilope rosea	3.00	
Campanula—Perennial Sorts		
punctata	14.00	
rapunculoides, very good	8.00	
perennial	8.00	
Chrysanthemum September	12.00	
Delphinium—Pacific Giants (Vetterli & Reinelt), Round Table Series, Knights and their Ladies, truly show stock	14.00	
Linum alpinum, pale blue	8.00	
Morning Primrose	8.00	
Phlox Thor, hardy	15.00	
Phlox subulata rosea	8.00	
Brilliant	8.00	
Pyrethrum—Robinson's Giant	8.00	
Hydrangea	2.00	
Veronica spicata, various shades	8.00	
Shrub—Cotoneaster acutifolia, 4 to 5 ft., 45c each; Lilac Villosa, 4 to 5 ft., 45c each.		
Specimen Evergreen. Tell us your needs. We have a late, dormant season and can usually dig with safety up to June 1.		

**J. J. NIGARD NURSERY**  
 Tip of Bark Point Herbster, Wis.

**GYPSOPHILA BRISTOL FAIRY**, Grafted, 3-in. pots, \$30.00 per 100.  
**DELPHINIUM FIELD SEEDLINGS**, August-sown, fresh-dug stock. Packed upright and well ventilated. Prompt shipment.  
 Belladonna Imp., \$27.00 per 1000.  
 Pacific Hybrids, mixed, \$36.00 per 1000.  
 Pacific Hybrids, named varieties: Galahad, light blue; Guinevere, lavender; Summer Skies, light blue.  
 \$5.00 per 100; \$45.00 per 1000.

2-IN. POTTED STOCK	Per 100
Euonymus coloratus	\$ 8.00
Deutzia gracilis	8.00
Deutzia lemoinei	8.00
Ivy, Hahn's	10.00
Kerria jap. floreplena	10.00
Vinca minor, Bowles	8.00

**FIELD DIVISIONS**  
 Achillea Perry White 5.00  
 Ageratium, E. col. 5.00  
 Helenium Riverton Gem 5.00  
 Physostegia Rosey Spirit 5.00  
**STRATFORD GARDENS**, Delaware, Ohio.

**HARDY, FIELD-GROWN PERENNIALS**  
 Hardy Asters, pink or violet, \$10.00 per 100. Hardy Ageratium (Eup. col.) Blue Mistflower, \$3.00 per 100. Cash, please.  
**PAYNE DAHLIA FARMS**  
 Rt. 5 Kansas City 3, Kan.



## HARDY PLANTS—Continued

## HARDY ASTERS.

	Per 10	Per 100
Countess of Dudley, clear pink, 9 ins.		
Marjorie, deep pink, 12 ins.		
Niobe, best white, 6 ins.		
Victor, lavender-blue, 9 ins.		
Beachwood Challenger, red, 24 ins.		
Field clumps	\$2.00	\$15.00
Field divisions		5.00
Artemisia Silver King, field div.		5.00
Aster Adorable, Improved		
Harr, Pink		
Field clumps	2.50	20.00
Field divisions	1.20	8.00
Dalay, Shasta Supreme, field div.		5.00
Dalay, White Swan, field div.		5.00
Gyp. repens bodgersi, field plants	2.00	18.00
Liatris Sept. Glory, 3-yr. bulbs	1.50	12.00
Primula Colossal, 3-in. pots		12.00
25 at the 100 rate; 250 at the 1000 rate.		
1000 rate is 8 times 100 rate.		

ELKHART NURSERY CO.

Elkhart 1, Ind.

## GERBERAS.

Offer No. 1.

Our regular strain of Gerbera divisions, well known locally to our customers. Better than 60 per cent red shades. A very good Gerbera, in full-size divisions, priced at \$11.00 per 100. Ready now.

No sales less than 100 plants.

Offer No. 2.

This season we are able to offer growers and nurserymen, who want something better and choose in Gerberas, the "Hersey Improved Duplex."

We believe this to be the finest florists' Gerbera, much in demand as cut flowers by the retail florists, for their large-size blossoms and long stems. One-year plants, priced at \$17.00 per 100. Ready now.

No sales less than 100 plants.

L. E. COOKE CO.

110 Vista St., San Gabriel, Calif.

1-YR., STRONG, FIELD-GROWN PLANTS.

Per 100 Per 1000

Russell Lupine, mixed.....\$5.00

Hibiscus, mixed.....4.00

Linum, blue.....3.50 \$25.00

Gypsophila paniculata, white.....3.50 25.00

Lathyrus (Perennial Sweet

Pea), mixed.....5.00

2-YR. TRANSPLANTED

\$1.50 per 10; \$12.00 per 100.

Sedum spectabile; Campanula carpatia,

mixed; Phlox R. P. Struthers, rose-carmine;

Phlox Mary Louise, white; Chrysanthemum

Clara Curtis, pink.

NOVOTNY GARDENS Osage, Iowa

HARDY PERENNIALS, twice trans-

planted, 1-yr. old. No old divisions. Field-

grown. Will bloom this year.

Aster Frikarti; Anchusa; Carnations; Aquile-

gia Crimon Star, Scott Elliott's, blue cor-

cubles and Golden Yellow.

S. J. COOK NURSERY

Dunkirk, N. Y.

GYPSOPHILA BRISTOL FAIRY

Strong, well rooted, grafted pot plants.

Per doz. Per 100 Per 1000

2 1/4-in. pots.....\$3.00 \$20.00 \$150.00

25 at 100 rate; 250 at 1000 rate.

BLUE ACRE GARDENS

David L. Guenther, Prop.

R. R. No. 2, Box 162 Piqua, Ohio

HEAVY, GREENHOUSE-GROWN, 2 1/4-IN.

PERENNIALS. Pacific Hybrid Delphinium

(6 colors), G. Marconi, Diener's Double and

Conqueror Shasta Daisies, Mrs. Scott Elliott

Columbine, Grenadin Carnations, Robinson's

Pyrethrum, etc. \$10.00 per 100. Free list.

RIEMENSNIJDER'S GARDENS, Sandwich, Ill.

HARDY CHRYSANTHEMUMS

Send for our 1948 price list.

Cultural notes on cut flowers and pot plants.

C. C. BREECE

Rt. 2 Delaware, Ohio

PHLOX SUBULATA ROSEA.

Strong divisions, \$3.00 per 100, \$25.00 per

1000. Cash with order, please.

FLORAL HILL GARDENS

R. F. D. 2 Belle Vernon, Pa.

HARDY FERNS, \$6.00 per 100.

Ostrich, Clayton, Lady and Maidenhair.

STRAND NURSERY CO.

Taylor's Falls, Minn.

PACHYSANDRA TERMINALIS.

Strong, 1-yr. field-grown, \$35.00 per 1000.

HILLCREST GREENHOUSES

Franklin, Pa.

Increase your business

by offering needed

stock and supplies

through the Classified Ads.

## SEEDS

## SEEDS

Taxus Cupidata

We offer new crop direct from Japan. Let

us know the quantity you require.

AMERICAN BULB CO.

1335 W. Randolph St.

Chicago 7, Illinois

PERENNIAL SEED SPECIALTIES—We save seeds of hundreds of kinds at our nurseries. Catalog on request.

REX D. PEARCE

Dept. N. Moorestown, N. J.

PEACH PITTS for planting. Southern collected; high germination. Small, about 6000 seeds to a bushel, \$3.50; medium, 5000 to a bushel, \$3.00.

RIVERDALE NURSERIES, Riverdale, Ga.

## SHRUBS and TREES

ROOTED CUTTINGS, WHOLESALE ONLY.

	Per 100
Cupressus allami	\$10.00
Juniperus stricta	10.00
Juniperus plumosus aurea	10.00
Andorra Juniper	10.00
Upright Yew	12.00
Spreading Yew	12.00
Pyracantha, 4-yr. adigs.	10.00
Red Spruce, 4-yr. adigs.	10.00
Irish Juniper	10.00
Globe Arborvitae	10.00
American Arborvitae	10.00
Pyracantha	10.00
Hemlock, 12 to 18 ins., from seeds	18.00
Red Cedar, 12 to 18 ins., from seeds	18.00
Weeping Willow	6.00
Foraythia spectabilis	6.00
California Privet	3.00
Pussy Willow	3.00
Red-bark Dogwood	5.00
Hydrangea P.G.	5.00
Blue Hydrangea	10.00
Weigela Eva Rathke, red	10.00
Weigela, pink-flowering	5.00
Deutzia, white-flowering	5.00
Mock Orange (Philadelphus)	5.00
Silver Maple, 1-yr. adigs.	5.00
Norway Maple, 1-yr. adigs.	5.00

Kindly send cash with order. Plenty of large evergreen flowering shrubs, shade trees, azaleas and fruit trees at very low prices for man that can haul them in his own truck. Also half-rotted oak leaves, \$16.00 per ton. I only ship out bare-rooted stock by mail or express.

WILLIAM E. WENTZEL

Cattell Rd. Wenonah, N. J.

Per 1000

Berberis thunbergi, 2-yr. adigs. T.

(field rows).....\$ 60.00

Berberis thunbergi atropurpurea, 2-yr.

adigs. T. (field).....80.00

Cornus kousa, 3-yr. T. 18 to 24 ins.

(field rows).....250.00

Pieris japonica, 2-yr. T. 4 to 6 ins.

.....250.00

Rosa rugosa, white and red, No. 1, 6

to 8 ins.....100.00

Rosa rugosa, No. 2, 3 to 6 ins.....80.00

Taxus cuspidata, spreading, 3-yr. T.

.....300.00

Taxus cuspidata, upright, 2-yr. T.

.....200.00

Taxus media hickel, 3-yr. T.

.....300.00

Taxus media hickel, 2-yr. T.

.....250.00

Thuja occidentalis nigra, 2-yr. T.

.....250.00

Thuja occidentalis pyramidalis, 2-yr.

grafts, 2 to 2 1/2 ft. ....600.00

Viburnum dilatatum, 1-yr. adigs.

.....45.00

Acer palmatum grafting size, \$20.00 per

100, \$150.00 per 1000.

Samples Viburnum dilatatum and Taxus

upright on request.

BOULEVARD NURSERIES, Newport, R. I.

LINING-OUT STOCK.

Per 100

Mugho Pine, 2-yr. S, 2 to 6 ins.....\$40.00

Berberis thunbergi

2-yr. S, 4 to 9 ins.....4.50

3-yr. S, 9 to 15 ins.....6.50

Berberis thunbergi atropurpurea,

2-yr. S, 4 to 9 ins.....6.50

TRANSPLANTS

Per 25

White Spruce

8-yr., XX, 12 to 18 ins.....\$18.75

9-yr., XXX, 18 to 24 ins.....37.50

Chinese Elm, 1 to 1 1/2-in. calliper,

6 to 8 ft.....43.75

Saccharum Maple

5 to 7 ft., collected.....18.75

7 to 9 ft., collected.....26.00

TUNNEY &amp; SON NURSERIES

U. S. Hwy. 31 Kenosha, Wis.

California Privet, 2-yr. row-run, 2 to 5 ft.,

heavily branched, \$60.00 per 1000. Write for

quantity prices and delivery arrangements in

our truck. No shipping.

Per 100

French Lilacs, 1-yr. grafts.....\$25.00

winter grafts.....15.00

Per 1000

Calif. Privet, 7-in. hdwd. ctgs.....\$ 2.00

Biota Orientalis

1-yr. adigs., 3 to 5 ins.....25.00

1-1 transplants, 6 to 12 ins.....60.00

EVERGREEN ACRES

R.D. 2 Middletown, Del.

LINING-OUT STOCK

Per 100 Per 1000

Berberis thunbergi, graded to

12-in. heavy plants.....\$ 3.50 \$ 30.00

Lonicera bella albidia, 1-yr. C. ....7.00

Lonicera New Red, 1-yr. C. ....8.00 70.00

Pachysandra terminalis, 3-in.

pot.....13.00 120.00

THE COTTAGE GARDENS, Lansing 15, Mich.

## VEGETABLE ROOTS

WASHINGTON ASPARAGUS.

2-yr., \$2.00 per 100, \$15.00 per 1000.

1-yr., \$1.25 per 100, \$10.00 per 1000.

NAGLE'S NURSERY, Benton Harbor, Mich.

## VINES

## GRAPEVINES.

	Per 25	Per 100
Fredonia, black, 2-yr., No. 1.....\$3.25	\$11.00	
Niagara, white, 2-yr., No. 1.....3.25	11.00	
Niagara and Fredonia, 2-yr.,		
No. 2.....2.50	8.50	
Concord, blue, 1-yr., No. 1.....2.25	8.00	

Ask for prices on quantity lots, also other

grades and varieties, and other Fruit Plants.

HUBNER NURSERY Stevensville, Mich.

## MISCELLANEOUS

25,000 INDIAN SUMMER RASPBERRY

A superior, new, everbearing Red Rasp-

berry. A heavy June bearer of large, quality

berries, and repeating during Indian Summer.

Heavy, sturdy stock that will grow—at only

\$25.00 for 500, \$45.00 per 1000. Also 100 lbs.

(47) Hubbard Squash and Marrowfat Parsnip

seeds, each 65c lb.

## EDEN GARDENS

Wholesale Growers

4618 Calvert St. Lincoln, Neb.

## SUPPLIES

PROPAGATING KITS FOR GROWERS

Again available for propagating benches in

the following units complete with soil ther-

mostat, pilot lamp, all-glass thermometer and

long-life HEATSUM CABLE, the product of

13 yrs. research in our greenhouses.

Unit Sq. Ft. Wattage Voltage Length &amp; Price

Heated No. units

"A" 50 200 120 1—60 ft.....\$14.95

"B" 40 400 120 2—60 ft.....18.85

"C" 60 600 120 3—60 ft.....23.60

"D" 80 800 120 4—60 ft.....27.45

"E" 150 1500 120 5—60 ft.....32.70

"F" 300 3000 240 1—1000 ft.....\$24.50

For Stainless Steel instead of glass soil

thermometer with any of the above kits, add

\$2.25.

Stainless Steel Soil Thermometer.....\$4.75

All prices F.O.B. Seattle.

L. N. ROBERSON CO.

1539 East 103rd St. Seattle 55, Wash.

## KNOCK-DOWN FLATS

Made from a good grade of Southern Yel-

low Pine, since Cypress is not available.

Standard specifications, inside measurements.

18x12x2 1/2.....\$16.25 per 100

18x14x3.....20.50 per 100

20x14x3.....30.00 per 100

20x14x3.....23.00 per 100

22x18x3.....22.00 per 100

22x18x3.....25.00 per 100

All other sizes quoted on request. Prices

F.O.B. Birmingham.

We are manufacturers, not jobbers. Freight

to any point is a small item per Flat. Our

Flats are the best. Why pay more? Our

quality guarantee. Prompt shipment, any

quantity. Attach check to order.

HIGHTOWER BOX &amp; TANK CO.

Birmingham, Ala.

IMPORTED CHINESE TONKIN CANES

Strong—smooth—long lasting.

The best Bamboo plant stake.

Contents Price

4 ft., 3/4 to 1-in. dia.....500 \$21.50

5 ft., 3/4 to 1-in. dia.....500 28.50

6 ft., 3/4 to 1-in. dia.....250 14.50

6 ft., 3/4 to 1-in. dia.....250 16.75

F.O.B. New York only. Bale lots only.

Quantity discounts: 10 bales up, less 5%; 25

bales up, less 7 1/2%. Write for details on

larger orders.

McHUTHISON &amp; CO.

95 Chambers St. New York 7, N. Y.

GET READY FOR SUMMER

NOW IS THE TIME

Build new low-cost shade houses; or re-

place your old worn-out lath or slat houses

with BRAND NEW LOW-COST Heavy Steel

Wire Camouflage Netting Write for descrip-

tive folder and prices to cover any amount

MINNESOTA WHITE CEDAR FLATS.  
 12x16x2 3/4 ..... \$18.25 per 100  
 14x20x2 3/4 ..... 22.00 per 100  
 14x20x3 3/4 ..... 25.00 per 100  
 Other sizes quoted on request. Also crating  
 and other lumber, Aspen and Pine, F.O.B.  
 Cook, Minn. Attach check.  
 H. C. HILL & SONS, Cook, Minn.

NURSERY REQUISITES.  
 Budding, Grafting Supplies, "TRE-TEX,"  
 Hydrometers, Hygrometers, Magnifiers, Pruning  
 and Spraying Equipment, Ladders.  
 Catalog on request.  
 Since 1900

TYSON ORCHARD SERVICE  
 Flora Dale (Adams County), Pa.

HIGH NITROGEN HORTICULTURAL PEAT  
 Unexcelled for soil-improving work. Used  
 by leading growers for a quarter century.  
 One 3-bushel bag, \$1.25; 10 bags, \$1.15; 25  
 bags or more, \$1.00.

COLBY FLOWER PEAT CO., INC.  
 Hanlontown, Iowa

GIBLART Frost Covers pay for themselves.  
 Economical, long-lasting, ideal for  
 windbreaks. 6 ft. wide; 50 ft., \$13.75; 100 ft.,  
 \$26.00; 150 ft., \$39.00. NEW AMSTERDAM  
 IMPORT, 122 Chambers St., New York 7, N.Y.

WEED MOWER  
 Cuts weeds, grass, brush and 6-in. trees.  
 Light weight, low price.  
 J. A. ORR COMPANY  
 10019 S. Western Ave. Chicago, Ill.

PRINTING—Letterheads, Billheads, Statements,  
 Cards, Envelopes, Tags, Blotters,  
 Folders. Samples sent.  
 J. GARLAND HILL, Dept. A, Seaford, Del.

## DECIDUOUS VINES.

[Concluded from page 13.]

The greenish-yellow fruits borne by the female plants are edible.

Another twiner with edible fruits is *Akebia quinata*. These fruits, however, are not of much importance. The reason for planting *akebias* is for the sake of the half-evergreen foliage and the loose, open covering which it may give to small pillars and screens. This is different in effect from the eye-proof screen created by the overlapping leaves of the Dutchman's-pipe, *Aristolochia durior*, which is also a twining plant.

The bittersweets are also twining plants. Because of stockier growth and often more shrublike habit, most of the commercial stocks of bittersweet plants are of the Oriental species, *Celastrus orbiculata*. Its berries are borne on small side branches, which means that when it is allowed to grow as a tall ranging vine, the fruits may not become showy until after the leaves fall. On the other hand, the fruits of the native *Celastrus scandens* appear in exposed terminal clusters. Thus, there are good grounds for regarding the native species as the better plant for a high climber.

A frequent difficulty with bittersweets arises because of their somewhat complicated sex life: the sexes are in separate flowers. Both kinds of flowers may appear on the same plant or on separate plants. This means that all-male plants and isolated all-female plants will not bear fruits. So far as the Oriental species is concerned, nursery stocks grown from cuttings seem always to fruit well.

Some climbers work themselves up

by roots, notably the trumpet vines. Obviously, such a plant has no place on a wooden structure, although trumpet vines are probably not so destructive of architectural fabric in their root action as the English ivy, which given time enough, can destroy a masonry wall. The chief injury which this or any other vine can cause to a wooden building is that it may shut out the sun, which will give rot organisms a chance to thrive.

The most common trumpet vine is *Campsis radicans*, which is represented in cultivation by varieties having red flowers, such as *C. r. atropurpurea*, or yellow flowers, such as *C. r. flava*. In fact, one of the current plant novelties is a yellow-flowered trumpet vine being merchandised under the name of Yellow Trumpet. Another desirable garden form is the hybrid *Campsis tagliabuana* Mme. Galen, with flaring flowers set well apart in the clusters.

Another native root-climbing vine is the somewhat tender, slow-growing *Decumaria barbara*. This southern plant is suitable for shaded woodland spots where the air is moist. It has glossy leaves and feathery clusters of fragrant white flowers.

The well known Virginia creeper is an example of a vine which clings to walls, tree trunks and hedges by holdfasts on the ends of tendrils. For a more refined form of this shade-tolerant plant, there is the Engelmann creeper, *Parthenocissus quinquefolia engelmanni*.

Two varieties of the Boston ivy, or Japanese creeper, are much more appropriate to the garden in aspect. One is the much-planted *Parthenocissus tricuspidata veitchii*, still often erroneously cataloged as *Ampelopsis veitchii*. Boston ivy has proved itself satisfactory under city conditions. As with any other clinging vine set to climb a wall, climbing will start only with young growths. Any woody top growth which may be on the plant at setting time will not fasten itself to the masonry. For a much thinner covering with much smaller leaves, there is the so-called geranium creeper, *Parthenocissus tricuspidata lowii*.

For tendril climbers there are two garden-worthy species of the true ampelopsis. One is the monkshood vine, *Ampelopsis aconitifolia*, which has cut-leaved foliage and does not form a dense screen. Its fruits change from blue to orange in the process of ripening. A stronger-growing species is the porcelain ampelopsis, *A. brevipedunculata*. It, too, is shade-tolerant and has grape-like leaves and a variety of fruit col-

ors, lilac, green, turquoise or whitish. *Ampelopsis b. elegans* is a variety with smaller, silver-variegated leaves.

Perhaps the most common tendril climber and the one traditionally most worthy of the name of vine is the grape. Almost any grape at all has ornamental usefulness. Anyone who has noticed such wild grapes as *Vitis labrusca* growing over roadside trees and bushes can appreciate the garden value of grapes. Also, there are such features as the fragrance of the male flowers of such species as the riverbank grape, *Vitis riparia*. In addition to the cultivated varieties and the native species, there are such introduced ornamental kinds as *Vitis coignetiae*, the glory vine, whose foliage assumes a bright autumn coloration.

## TWO NEW LOCATIONS OF DUTCH ELM DISEASE.

One case of the Dutch elm disease has been found at Kansas City, Mo., and three have been found at Denver, Colo., according to an article in the April edition of the Kansas City Star newspaper. A report on the Dutch elm disease, a faster killer than phloem necrosis which has destroyed several thousand trees at Kansas City in the past seven years, was made by Dr. R. R. Whitten, entomologist at the United States Department of Agriculture experiment station, Columbus, O., who stated that the four new cases are the first to be discovered west of St. Louis, Mo.

Dr. Whitten's group has made Kansas City one of its laboratories on phloem necrosis, and trees in five areas of the city have been sprayed in the past three years.

While the spread of the Dutch elm disease is difficult to stop once it starts, Dr. Whitten predicted that DDT and constant vigilance may bring new success in combating the disease.

THE Garth Avenue Nurseries are a new retail nursery firm at 900 North Garth avenue, Columbia, Mo. C. W. Nichols and Joe Smith, of Nichols Florist, Columbia, Mo., are president and business manager, and Hartley T. Richardson is vice-president of the new firm.

J. F. LITTLE, who graduated in horticulture at Kansas State College a year ago, recently became manager of nursery sales and landscape planting for the Colonial Gardens, Winnetka, Ill. Frontage of 100 feet has been leased adjoining the store on the south and is being prepared for a sales lot, to replace that operated a block south.

# New Books and Bulletins

## MAKE ADS THAT SELL.

Not often is a mimeographed publication reviewed in this column, but the dozen legal-size sheets that make up "How to Make Your Own Ads That Sell," by J. H. Slingerland, Box 528, Wheaton, Ill., seems quite worth its price of \$5 to the retail nurseryman who must write his own advertisements. It was written this year by an advertising man who spent fourteen years with Montgomery Ward & Co., working on copy problems of various departments. He was called on to reverse the declining sales trend of the nursery department of the mail-order firm, with the notable results generally known. He studied the nursery business, operates a small nursery of his own and now has his own advertising business. He has spoken before several nurserymen's organizations, with enthusiastic reception of his talks.

In concise, hard-hitting fashion he sets forth the few fundamentals for the nurseryman who must write his own advertising copy. He describes the pattern, fashions the framework, in which the nurseryman, directing his thinking along prescribed lines, can perform his own work. The rules are few and simple; the nurseryman must do his own copy work, but the way is straightly laid out.

## ROSE GUIDEBOOK.

A handbook for growers which provides information on all phases of rose culture has been prepared by Dr. R. C. Allen, executive secretary of the American Rose Society and formerly assistant professor of floriculture at Cornell University. "Roses for Every Garden" offers assistance and inspiration to rose fanciers in its essentially factual chapters, which are supplemented by numerous drawings illustrating techniques of rose culture and thirty-two handsome color plates.

Intended "to strip rose culture of its complications and to emphasize only those practices essential to success," the 218-page volume presents its material in a plain, nontechnical manner, offering a thorough resume of bush and climbing roses, with many lists of varieties by color classification and use, including hybrid teas, polyanthas and perpetuals; shrub, old-fashioned, miniature and tree roses, and large-flowered and everblooming climbers.

Other chapters discuss rose planting for the novice; soil, with regard to acidity and alkalinity, planting

time and distances; care of roses, with emphasis upon fertilizer, watering and mulching; pruning, with numerous diagrams; the eight common insects and the four most prevalent diseases, and culture for Florida, the Gulf area, arid regions and California, with directions for propagation, hybridization and exhibiting. Interesting suggestions are given for using roses in arrangements, as decorations, in cooking and to make rose beads and potpourri. A glossary of rose phraseology and an index are included at the back of the volume.

"Roses for Every Garden" is the first book to be honored as a selection by the National Council of State Garden Clubs, Inc., and is published by M. Barrows & Co., Inc., New York city, at \$3.50.

## SMALL FRUIT CULTURE.

A revised edition of "Small Fruit Culture," first published in 1934, has been prepared by Dr. J. S. Shoemaker, head of the department of horticulture, Ontario Agricultural College, Guelph, Ont., Canada, who has incorporated a great amount of new material, including new varieties and new insecticides, such as DDT. Emphasis is placed upon the mulching of bramble fruits, currants, gooseberries and cultivated blueberries, and new information is pre-

sented on the frozen-pack preservation of berries. Such factors as hardness and the causes of winterkilling of raspberries are explained. New material on youngberries, boysenberries, vinifera and muscadine grapes, various types of blueberries and improved methods of culture and new practices for irrigated sections are also included.

A textbook for a full course on small fruits in colleges and in vocational schools offering agricultural courses, the 433-page illustrated volume is also a practical guide for field work. It incorporates the newest developments of interest to growers, besides presenting detailed descriptions of various districts in which special data are applicable. Chapters have been devoted respectively to the culture of grapes, strawberries, bramble fruits, currants and gooseberries, blueberries and cranberries. A bibliography of references and an index are included at the back of the book, which is published by the Blakiston Co., Philadelphia, Pa., at \$4.

## PLANT DISEASES.

A second edition of K. Starr Chester's book, "Nature and Prevention of Plant Diseases," has recently been released and contains much new ma-

## SUDBURY Soil Test Kit



### Get Bigger, Better Crops

Test your own soil expertly—quickly learn how much nitrogen, phosphorus and potash it needs for every crop—whether soil is acid or alkaline (pH). No waiting for reports—no knowledge of chemistry needed—no exacting measurements.

A Sudbury Soil Test Kit is more important than all your sprayers, tractors and tools. Assures bigger crops from every bench and plot, more fancies, higher market prices. It saves money often wasted on wrong analysis fertilizer... which may even injure valuable crops.

Used by gov't departments, market growers, florists, estates. Fine hardwood chest—everything for hundreds of tests. Full instructions—pays for itself in a year. Order C.O.D. \$22.50 plus express (or send \$22.50 and we'll prepay express). Money-back guarantee.

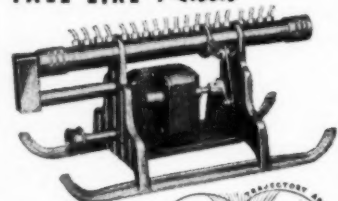
**SUDBURY LABORATORY**  
Box 525, South Sudbury, Mass.  
Dealers Write for Special Offer

ORDER FROM THIS AD

## ACME Shower Queen

"RAINS OVER ALL"

300 GALLONS PER HOUR  
FALL LIKE Rain



3250 sq. ft.  
RECTANGULAR  
COVERAGE



Designed for Golf Greens — Now Available  
for Domestic and Commercial Use!

The Shower-Queen design, construction and action in distributing water in a natural rain-like manner prevents rivulets, puddles and "bleeding"—all water is aerified as it is thrown into the air and broken up into drops. Trouble-free, centrifugal hydraulic motor operates oscillating shower bar. Simple hand adjustment regulates operating trajectory. Sled type runners for easy moving. 14 1/2" long x 6 1/2" wide x 6 1/4" high. Positively guaranteed.

WRITE FOR FREE LITERATURE AND PRICES

**ACME SPRINKLERS**  
412 WALBRIDGE ST. KALAMAZOO 3, MICH.



terial, with the addition of thirty new illustrations. The text presents an up-to-date study of plant diseases, and extensive revisions of seed treatment and spraying and dusting of crops have been included. Latest developments in control practices are incorporated into the second edition, and numerous diseases which were only briefly discussed in the first have been considered in greater detail.

This book is a technical textbook, written principally for students taking an elementary course in plant pathology. However, it is valuable also for those seeking a general view of plant disease problems of today. It contains 224 illustrations and is published by the Blakiston Co., Philadelphia, at \$5.

#### CHEMICAL FERTILIZERS.

Intended primarily for the layman, "Chemicals, Humus and the Soil" by Donald P. Hopkins discusses the need for chemical fertilizers in maintaining the fertility of the soil. The 358-page volume includes concise information as to which soil conditions and chemical fertilizers are most suited for certain crops, including roots and tubers, grasses, clovers and fruits.

The relationship of manures, compost and chemicals as fertilizers is elucidated, and the correct way in which chemicals should be used to insure the best results in gardening and farming is demonstrated. The volume presents a logical, simplified discussion of the relative merits of manures and chemical fertilizers which should prove valuable in clarifying the misunderstanding concerning the use of compost and manure as opposed to the use of chemical fertilizers.

An appendix containing practical information regarding crop needs, a bibliography of textbooks, technical and general books and an index are included at the back of the volume, which is published by the Chemical Publishing Co., Inc., Brooklyn, N. Y., at \$8.50.

#### ECOLOGICAL READJUSTMENT.

Intended to decrease the present rate of devastation of the soil resulting from certain agricultural practices, "The Earth's Face and Human Destiny" by Dr. Ehrenfried Pfeiffer discusses landscape and its relation to the health of the soil and demonstrates ways in which modern man may achieve an ecological harmony between himself and the landscape in which he lives. Presented in a manner that is intelligible to the layman and supplemented with photographs,

*New Profits  
for Nurserymen*  
through **CRABGRASS  
CONTROL**

**TAT C-LECT**  
kills crabgrass...  
without harming  
delicate turf!



Send for the  
O. E. Linck

#### LAWN SPECIALIST'S MANUAL

See how this new type of lawn service can fit into your operating picture. These selective chemicals are applied with ordinary spray equipment. Treatments are effective at all crabgrass stages, from seedling to mature plant. The season extends from Spring to Fall. Manual gives full details and pricing plan.

Selective killing of CRABGRASS in lawns, parks, golf courses, and cemeteries now opens up a new and profitable sideline for Nurserymen. With nationally advertised TAT C-Lect or other concentrated O. E. Linck compounds, especially prepared for the bulk user, you can now offer a sure-fire lawn service covering crabgrass, weeds, and fungus, that will be welcome news to the homeowner, greenkeeper, or caretaker. The field is wide open... demand is great.

The TAT ViewMaster... Unique Stereopticon  
Display That Does Your Selling for You

Seven convincing natural-color photographs of crabgrass, weed and fungus control, shown with three-dimensional effect. This remarkable sales aid is available to operators for a moderate fee.

**NATIONAL ADVERTISING**  
of TAT C-Lect in leading  
magazines and newspapers  
will also feature LAWN  
SPECIALIST SERVICE.



**Take Advantage of this New Opportunity Now!**

O. E. LINCK COMPANY, INC., CLIFTON, N. J.

Canadian Sales: Canada Rex Spray Co.  
Ltd., Brighton, Ont.

#### MODERN MANAGEMENT

Specializing in Nurseries, Greenhouses  
and Seed Houses

RAISE PRODUCTION of workers as  
much as double; INCREASE WAGES  
and REDUCE COSTS of operations  
through wage incentives.  
STOP GUESSING! Establish selling  
prices from simple, easily maintained  
system that gives your costs per item.  
Highest references from outstanding  
commercial horticulturists.  
Moderate fees.

**JOHN J. McCARTHY**  
Consulting Industrial Engineer  
500 Fifth Ave. New York 17, N. Y.  
Vanderbilt 6-0890

**NATURAL RAFFIA COLORED  
DISPLAY GRASS MATS  
SCATTER GRASS**

**JULIUS LOEWITH INC.**  
120 East 16th Street New York 3, N. Y.

#### GARDEN CLUB SHRUBBERY PROTECTOR



#### SHRUB-GARD

An invention that protects your shrubbery from the menace of destructive corrosive action caused by dogs. Makes the dog's visit so uncomfortable that he keeps away, yet it is so constructed that it will not harm the dog. The SHRUB-GARD is a unit of steel spring wires that are flexible and will not tear clothing of passersby. Each SHRUB-GARD has three prongs and covers approximately two and one half lineal feet.

Harmless to dogs or humans.  
Packed one dozen to a carton, weight 2 lbs.  
Price \$3.00 per dozen retail.  
Write for trade discount.

**THOMAS J. MAGEE**  
631 E. Wadsworth Ave. Philadelphia 19, Pa.

Here's  
the  
2.4D material  
you need for  
custom spraying

**WEEDONE**  
2.4D PRODUCTS

We should like to work with you in developing the most effective solution for the particular job you have on hand. We originated 2.4D as a weedkiller, we pioneered its application, and now we have developed two important new concentrates:

#### WEEDONE CONCENTRATE 48

The agricultural ethyl ester form of the original 2.4D. Miscible in water or cyclic oils. For the hard-to-kill weeds.

#### WEEDAR 64

The amine salt of 2.4D, which has been proved more effective than the sodium salt. For rock-bottom spraying of the easy-to-kill weeds. Not volatile—safe to spray near susceptible plants.

Both these concentrates are formulated for

- Low-volume spraying—3 to 20 gallons per acre.
- Delivering the most acid in the least bulk.
- Amazingly low price per acre.

Dosage can be adjusted for effective control of weeds without killing grasses and clover, and also for killing shrubby growth and tree-covering vines.

**FREE!**

Write for our General Bulletin and information on sprayers. Full details on timing and dosage for every sort of 2.4D application.

**AMERICAN CHEMICAL  
PAINT COMPANY**

Agricultural Chemicals Division, Ambler, Pa.

the 183-page volume warns that if man continues to upset natural balances his natural environment is doomed to decay, death and non-support of its population. Treating such important questions as the balance between industry and agriculture and that between the urban and the rural, Dr. Pfeiffer lays the foundations for complete regeneration of the age by showing the errors of the barren countries whose soils have ceased to support their populations.

Included in the chapter topics are landscapes; problems of the plains, mountains and woods; urban civilization; industry and the landscape; park and garden, beauty and utility; basic biological principles; our past, present and future shaping of environment, and landscape consciousness and man's responsibility.

A bibliography and an index of the agricultural products and factors discussed appear at the back of the book, which is published by the Rodale Press, Emmaus, Pa., at \$2.75.

#### EARTH'S GREEN CARPET.

The ideas inspiring the work of the late Sir Albert Howard are told in popular view by his wife, Louise E. Howard, herself an authority on agricultural problems, in "The Earth's Green Carpet," recently published by the Rodale Press, Emmaus, Pa., at \$3. To most nurserymen the theme of the book is fairly well known as organic farming and gardening.

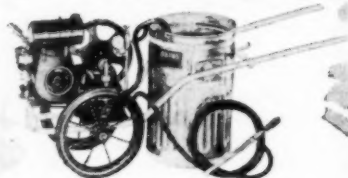
The basis of the thought in organic gardening is the natural process of plant life. In the field and forest undisturbed by human activities the decaying vegetation of the surface soil supports new plant life. As farming is undertaken, the partnership of the animal is stressed, deriving its food from plants and supplying by manure the fertilization of the soil for plant production. Hence the emphasis on organic manures and compost heaps, and the condemnation of deep plowing and chemical fertilizers.

The book describes in broad outlines the natural processes that have given rise to this school of thought, written for the uninformed layman. Appendixes give some account of the Indore process developed by Sir Albert Howard and present some instructions as to the preparation of compost heaps for farm and garden.

#### NUT GROWERS' REPORT.

The proceedings of the thirty-eighth annual convention of the Northern Nut Growers' Association,

**SMALL BUT** *Mighty!*  
**EASILY MANEUVERED  
IN LIMITED SPACE  
... AMPLE POWER**



The DOBBINS WHEELBARROW SPRAYER has adjustable pressure of from 0 to 250 pounds, with discharge of 1½ gallons per minute . . . sprayer is easily handled by one man . . . has double wheel construction for stability . . . puncture-proof, semi-pneumatic rubber tires. Only 16 inches overall width permits easy access to narrow passageways. Heavy gauge steel tank is of 18 gallon capacity. Jet-type agitator keeps spray solutions thoroughly mixed. Supplies effective, economical coverage in application of DDT and other insecticide solutions, weed control chemicals and disinfectants, whitewash and cold water paints. See your hardware or garden supply dealer.

**DOBBINS MANUFACTURING CO.**  
Department 546 • Elkhart, Indiana



A complete line of hand and small power models.

**Dobbins**  
*Superbilt*  
**SPRAYERS · DUSTERS**

#### NEW DESIGNS FOR SMALL PROPERTIES

By M. E. Bottomley

Each type of design—the formal, informal, odd lots and modern—treated separately and illustrated with layout plans, not too elaborate or expensive for the small home lot.

Also, a valuable chapter on garden design and on planting composition.

Price, \$3.75

Order from

**AMERICAN NURSERYMAN**  
343 S. Dearborn St. Chicago 4, Ill.

#### POULTRY MANURE

100 lbs., in 50-lb. bags, \$2.00; 500 lbs., in 50-lb. bags, \$9.00; 1000 lbs., in 50-lb. bags, \$16.00; 2000 lbs., in 50-lb. bags, \$25.00.

**DIAMOND STATE EVERGREEN CO.**  
Milton, Del.

held September 3 to 5, 1947, at the Ontario Agricultural College, Guelph, Ont., Canada, are recorded in the 130-page annual report, which has been issued recently by the association. In addition to papers on cultural aspects of nut growing in various sections of the country, presented by horticulturists affiliated with government experiment stations and universities and by members of the trade, the illustrated bound volume includes a record of the business sessions.

#### FEDERAL LIST OF INTERCEPTED PLANT PESTS.

A 56-page report of plant pests intercepted during the period July 1, 1945, to June 30, 1946, inclusive, on plants and plant products entering United States territory has been issued by the bureau of entomology and plant quarantine, United States Department of Agriculture. Covering the thirty-third year for which interception lists have been published, the report summarizes the records of insect pests and plant pathogens found on plants and plant products imported, offered for but refused entry, held as ships' stores and hence not offered for entry through customs, offered for entry for immediate export or for immediate transportation and exportation in bond and in domestic shipments between Hawaii and Puerto Rico and the mainland.

Of the insect interceptions taken on air-borne material, a few of the disease organisms specifically determined but not recorded in the United States are, however, known to be important parasites of their hosts in foreign countries. While totals for plant disease interceptions on air-borne material are not large, they serve to illustrate the disease-carrying possibilities of plant materials brought to this country by air transportation.

#### BULLETINS RECEIVED.

"Virus Diseases of Plants," which has been issued as circular bulletin 208 by Michigan State College agricultural experiment station, East Lansing, includes material from an address presented by Dr. L. O. Kunkel, of the Rockefeller Institute for Medical Research, before the Annual Fruit Growers' Conference January 13, 1947, at Michigan State College. Intended to explain the complexities of viruses and to detail some of the extensive and valuable research work that has been done and is being done in this field, the 20-page illustrated bulletin presents the more important

# LOOK TO LOWELL



Perhaps no better demonstration of Lowell product superiority can be shown than this: Lowell is the world's largest manufacturers of sprayers and dusters exclusively. You can rely upon Lowell . . . for quality . . . for sales . . . for satisfied customers.



Pennant



Commander



Premier



Roto-Blast  
Duster



Stauffer  
Duster



Cyclone



"Lowell Sprayers and Dusters have eye-appeal for any customer, and we find that Lowell performance brings repeat business."

A Lowell Dealer  
(name on request)

## LOWELL

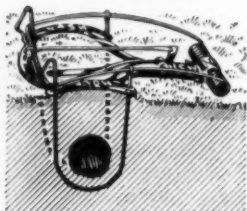
Manufacturing Co.

WORLD'S LARGEST MANUFACTURER OF SPRAYERS AND DUSTERS EXCLUSIVELY  
WRITE DEPARTMENT 55, 589 E. ILLINOIS ST., CHICAGO 11, ILLINOIS



**"BEST TRAP I'VE EVER TRIED"**

writes Mr. John J. Ohl, Ohl's Iris Garden, Wichita, Kansas, "and sure to get the mole every set. Please send price of 12, as I am out now. Friends who see them practically take them away from me."

**KILL MOLES**

with **NASH**  
**CHOKER LOOP TRAPS**

You can help your customers get rid of pesky moles as fast as their runways appear with Nash Choker Loop Mole Traps—the one sure way to get moles in any type of ground. Harmless to children and pets. Approved by Depts. of Agriculture. Price to nurserymen, \$20.00 per doz., F.O.B. Kalamazoo. Suggested resale price, \$2.50 each, plus postage.

**NASH MOLE TRAPS**

263 E. South St. Kalamazoo 5, Mich.

**BIG NEW PROFITS**  
**FEEDING TREES**  
**WITH THE**  
**FERTIGATOR**

**"WET METHOD"****—HERE'S THE PROOF—**

Fertilize, irrigate and aerate tree root systems in one simple operation. Uses any standard soluble or non-soluble tree food. Operates effectively on ordinary city water pressure. You can do a BETTER job FASTER with FERTIGATOR.

H. B. Hartling, Kingston, Pa.  
Tree Man, says:

"I have been using your FERTIGATOR for several years with excellent results. My clients are well pleased, and the use of modern tree care methods adds distinction to my work. The largest and oldest White Oak in this vicinity is under my care, and the results obtained by the use of your Fertilizer are amazing."

Write for free information and circular.

"Approved by Leading Tree Experts"

**FERTIGATOR**

500 Shady Lane • Doster, Michigan



For Treating  
Cuttings  
and Seeds  
Bulbs and Tubers

Scientific Growth Stimulant

Write for Free Booklet

SCHUYLKILL CHEMICAL CO. 2340 Sedgeley Ave.  
Philadelphia 32, Pa.

established facts regarding the nature of virus diseases of plants, with special reference to horticultural crops. The material should be of much value not only to fruit growers but also to nurserymen and florists.

"Plant Propagation for Florida Homes" by John V. Watkins has been issued by the Florida department of agriculture, Tallahassee, to acquaint gardeners with recent scientific developments influencing practices of propagating ornamental plants. Emphasis is placed upon the more difficult species of azalea, bougainvillea, camellia, hibiscus and holly in the rarer varieties, which are in considerable demand. The 52-page illustrated bulletin discusses propagating cases, irrigation, rooting media, cuttings, budding and grafting, division, multiplication of bulbs, layering, seedage, stratification and the management of growing plants. An alphabetical list of recommendations for the propagation of ornamental plants appears at the back of the book.

A register of new fruit and nut varieties, list No. 3, compiled by Reid M. Brooks and H. P. Olmo, University of California, Davis, has been reprinted from the Proceedings of the American Society for Horticultural Science, Volume 50, 1947. The 20-page bulletin includes revisions of lists 1 and 2 and presents information regarding the origination and characteristics of 144 varieties of fruits and nuts.

A list of new fruit varieties originated and introduced by the Missouri state fruit experiment station, Mountain Grove, Mo., has been issued as station bulletin No. 33. Representing selections from 3,774 apples, 1,169 peaches, 328 plums and 2,992 grapes, the 16-page list includes descriptions of seven new apples, seven new peaches, ten new plums and twelve new grapes with diagrams showing parentage.

Results of a preliminary study of tree plantations in Oklahoma, presenting relative survival by species and factors affecting survival, are included in technical bulletin No. T-29, which has been issued by the Oklahoma agricultural experiment station, Stillwater. Prepared by M. Afanasiev, the 28-page illustrated bulletin includes findings from three representative areas in the state and considers such factors as precipitation, soil texture and survival of species in relation to the area.

Experiments conducted to determine the relative advantages of various methods of propagating blueberries in Washington state are re-

**SHADE TREES**

• Insects and Worms—destroyed vegetation—reduced leaf area—stunted growth—these are some of the problems of the shade tree grower. Get our illustrated booklet that describes the use of "Black Leaf 40" in controlling certain insects on shade trees. Lists insects—gives dosage.

**FREE BOOKLET—Write**

4136

**Black Leaf 40**

**TOBACCO BY-PRODUCTS & CHEMICAL CORP., INCORPORATED • LOUISVILLE, KENTUCKY**

**PROTECT WITH**  
**LIQUID WAX**  
**CRYSTAL NODRI**

A liquid wax emulsion. Can be applied with brush or sprayer.

Used extensively to protect hemlock and other evergreens from winter injury.

Also retards loss of moisture after trees, plants and shrubs are transplanted.

Reduces mortality and extends planting season.

**Crystal Soap & Chemical Co., Inc.**

Department AN

6300 State Road, Philadelphia 35, Pa.

**CHARLES SIZEMORE**  
**Traffic Manager**

319½ Georgia St., Louisiana, Mo.

Loss and damage claims against railroad and express companies collected.

Freight bills audited.

Past due notes and accounts collected.

Well known to the nurserymen of the country.

Reference: Bank of Louisiana.

# The NEW Triple-Action

## CLOVERSET CLOTRACIDE

REG. U. S. PAT. OFF.



### COMPLETE ROSE SPRAY POWDER

#### Now containing CLORINATED CAMPHENE

The New CLOTRACIDE contains all necessary chemicals for control of Black Spot, Mildew and other fungus diseases, leaf-eating worms and insects, aphids and sucking insects. A complete product . . . add nothing but water. *Sell Clotracide to every rose customer for Extra Profits. ORDER YOUR SUPPLY NOW.*

## 40% DISCOUNT

AVAILABLE IN 3 POPULAR SIZES

F. O. B. KANSAS CITY

\$0.75 size costs \$0.45—or—\$5.40 per case, sells for \$9.00.  
\$0.75 size makes 5 gallons of rose spray.

\$1.25 size costs \$0.75—or—\$9.00 per case, sells for \$15.00.  
\$1.25 size makes 10 gallons of rose spray.

\$2.00 size costs \$1.20—or—\$14.40 per case, sells for \$24.00.  
\$2.00 size makes 20 gallons of rose spray.

Packed 1 dozen packages to a case.

FULL INSTRUCTIONS ON EACH PACKAGE.

**SAMPLE!** Send 50c for 75c size package to cover packing and mailing.

**WHOLESALE!** *Inquiries Invited.*

• CONVENIENT TO USE

• EFFECTIVE IN RESULTS

• ECONOMICAL IN PRICE

## CLOVERSET FLOWER FARM

ERNEST HAYSLE & SON

105th Street and Broadway, Kansas City 5, Mo.

ported in bulletin No. 488 of the State College of Washington agricultural experiment station, Pullman, "Rooting Blueberry Cuttings," by C. D. Schwartz and Arthur S. Myhre. Tables and charts illustrate results obtained with both hardwood and softwood cuttings when such factors as propagation structures, rooting media, hormones, bottom heat and handling of cuttings are considered.

### FLORIDA MEETING.

[Continued from page 8.]

When heated the metal of this round boiler-type machine turns a cherry red, and this heat is reflected from this metal uniformly unless a reflecting fin should be out of balance. Generally speaking, there is no waste of heat on other crops, and the machine reaches maximum heat in four minutes. It is both easily assembled and easily dismountable. About seven to twelve gallons of kerosene per hour per acre are needed, and Mr. Trimble's machine gives about one to one and a half million B.T.U. per acre hour. Mr. Trimble stated that the cost of materials for his machine was about \$400. He has now been trying a machine manufactured by the Evans Products

## ROOT PRODUCING POWDERS

So economical no cutting should be made without using them.

### HORMODIN

No. 1—For most soft wood and easy items. 1 3/4 oz., \$0.50; 1 lb., \$3.00.

No. 2—For more difficult subjects. 1 3/4 oz., \$0.75; 1 lb., \$4.50.

No. 3—For all hardwood and the most difficult subjects. 1 oz., \$1.00; 1/2 lb., \$4.50.

Combination Package—Contains generous sample of all three powders. \$0.75.

### HORMO ROOT

Root producing powder combined with fungicide to protect against rot while in the rooting medium.

A—Soft wood and easy items. 2 oz., \$1.00; 1/2 lb., \$2.75; 1 lb., \$5.00.

B—Easier evergreens and more difficult shrubs. 2 oz., \$1.25; 1/2 lb., \$3.50; 1 lb., \$6.50.

C—For the most difficult items. 2 oz., \$1.50; 1/2 lb., \$4.50; 1 lb., \$8.00.

Send for our 1948 Catalog.

### SOMERSET ROSE NURSERY, Inc.

P. O. Box 608

New Brunswick, N. J.

### TIMELY NECESSITIES for Prompt Shipment

- "HOLLANDIA" BURLAP SQUARES  
New Material, Soft, Easy to Tie; Saves Time, Labor and Twine.
- REED MATS for coldframes
- "GIBALTAR" Frost Covers
- "COTTONETTE" Nursery Squares

Write for prices; state requirements.

New Amsterdam Import Co., Inc.  
122-N Chambers St. New York 7, N. Y.

### Horticultural PEAT MOSS

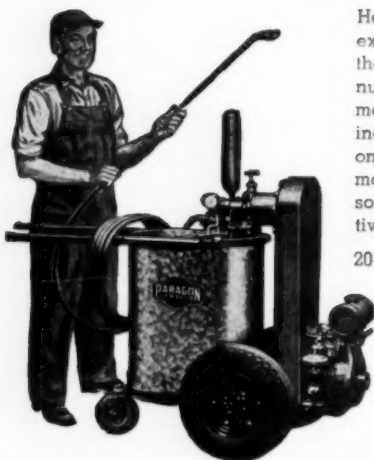
High Absorbency  
Finely Granulated



Seek No Further. Wait No Longer. It's Here!

## PARAGON POWER SPRAYER

20-GALLON PORTABLE



Here you have a power sprayer with all the exclusive features that have made Paragons the most popular sprayers for greenhouse, nursery, field and orchard. Oversize pneumatic tires pass through openings only 26 inches wide without jamming; stand secure on uneven ground. Gas engine or electric motor delivers 1½ gallons of any spray solution per minute. Maximum stream effective 30 to 40 feet from nozzle.

20-gallon tank has rounded ends; bottom slopes to drain cock for easy cleaning. Shipped complete with all equipment, ready for use and fully guaranteed. Order today from your Paragon dealer or write direct for literature and prices.

**THE CAMPBELL-HAUSFELD CO.**  
503 State Ave. Harrison, Ohio

## DEVELOPING NURSERY SALES AND DISPLAY GROUNDS

By Harold E. Hunziker

Ideas for displaying and selling nursery products from prize-winning designs for nursery sales and display grounds.

Illustrated with large-size reproductions of twenty-eight plans and their outstanding features.

Discusses sales building and other buildings on the nursery, circulation on the grounds; gives ideas for display arrangements and merchandising; shows how plans may be adapted to one's own nursery.

Complete series of articles reprinted from the American Nurseryman from June 1, 1946, through October 15, 1946, reviewing outstanding ideas from plans entered in prize competition sponsored by National Landscape Nurserymen's Association.

32 pages and stiff cover, 8½ x 11¼ inches—\$1.00 per copy

### AMERICAN NURSERYMAN

343 So. Dearborn St.

Chicago 4, Ill.

#### ARIENS TILLER THE ONLY TILLER WITH

- Full horsepower motor
- Standard two speeds—forward and reverse
- Positive action, multiple disc clutch
- Full sized 3½-hp electric alloy steel lines



ARIENS COMPANY • BRILLION, WIS.

#### WEATHERPROOF PAPER

—CREPED—DUPLEX—  
Better than burlap, yet costs less.  
Each roll contains 200 lineal yards.  
No. N-126—48 ins. wide. Per roll...\$22.80

**Schupp FLORIST SUPPLY CO.**  
WILMETTE, ILLINOIS

Co., which is expected to be in production this fall. The cost of operation is low, since infrared rays sent out by the machine do not heat the atmosphere but are absorbed by plant tissues, with a resultant warming and raising of temperatures of leaves, stems and flowers.

Originally the machine was designed for use on strawberry crops, but was later adapted to grove crops and is now being tested for use on citrus crops. Mr. Trimble used his machine a number of times the past winter and stated that it has already more than paid for itself. It was determined that the cost of operation was less than that for using smudge pots. Smudge pots also require a breeze for good effect, while the device supplying radiant heat works best when there is little wind velocity. By means of applying radiant heat to his crops from this machine he was able to protect a field of roses with less than a fifteen per cent loss in January. When used on a crop of azaleas when the temperature was 17 degrees above zero, he experienced a sixty per cent saving on his crop.

An illustration showing a model of this machine made at Michigan State College, an oil-burning type similar to that constructed by Mr. Trimble, is printed on this page. Because of the interest in Mr. Trimble's talk, a number of nurserymen went to see the machine in operation in the evening.

#### Using New Insecticides.

In a talk on general practices with new insecticides, Dr. M. Bellows, Hector Supply Co., Miami, pointed out that before applying any insecticide or fungicide one should first definitely identify the pest to be controlled and then take the best effective control. He stated that price of an insecticide is determined not by the quantity in the container alone, but on the percentage of active ingredients in the insecticide, which is indicated on the container.

All the insecticides and fungicides discussed were organic compounds. Though a remarkable formula, DDT has been highly overrated by the public press, Dr. Bellows said. Effective concentrations for control of worms, beetle webworms and mosquitoes can be accomplished with DDT and five per cent to ten per cent prepared dusts, or two pounds fifty per cent wettable powder to 100 gallons of water or emulsions of one quart twenty-five per cent DDT in 100 gallons of water. He warned, however, that DDT will burn a few crops such as squash and melons. Analogs



MAY 15, 1948

51

of DDT, methoxychlor, methoxy DDT and DDD, commercially known as Rhothane, he recommended for the control of the same pests. They can be used as a dust in three, five or ten per cent strengths or two pounds fifty per cent wettable powder in 100 gallons of water. As one of the most effective aphicides, even though it has a bad odor which is transmitted to starch and vegetables, he recommended benzene hexachloride. It is also good for control of thrips, mole crickets, army worms, avocado lace bugs and particularly good on chinch bugs, which are a considerable problem on St. Augustine grass lawns in Florida. He recommended a prepared dust of one per cent and one and one-half per cent gamma isomer or two to three pounds of seventeen per cent wettable powder per 100 gallons of water.

A compound called isotox, which he said was the same as benzene hexachloride with the odor removed which made it somewhat more expensive, is effective on the same pests. It can be used as one or one and one-half gamma isomer prepared dust or one pound twenty-five per cent wettable powder per hundred gallons of water.

Dr. Bellows recommended Chlordane for chinch bugs, mole crickets, most worms, grasshoppers, ants, cockroaches and nematodes, but said that it was expensive for the control secured. It is available in five and ten per cent prepared dusts, can be used as a wettable powder, one pound fifty per cent powder to 100 gallons of water, or as an emulsion with one pound of the active ingredient. A five per cent bait is used. A compound tested briefly last year which shows promise for use on worms, leaf miners, beetles, chinch bugs, aphids, thrips and grasshoppers is chlorinated camphene. This is now in production, and Dr. Bellows said that for all but controlling mole crickets, its cost was less than that of Chlordane. Five and ten per cent prepared dusts are available; wettable powders, three pounds forty per cent powder to 100 gallons of water, may also be used. Five per cent of bait is needed. No emulsion is available commercially. Ten per cent sabadilla dust was recommended for stink bugs and chinch bugs. Hexaethyl tetraphosphate, an emulsion of one to 400 parts or one to 800 parts water, is good for fumigation of greenhouses for control of red spiders, aphids, mites and mealy bugs. He said that tetraethyl pyrophosphate showed some promise for control of aphids, thrips, red spiders, leaf hoppers and

## STEEL or ALUMINUM

IRRIGATION PIPE with the patented

Horseshoe Latch Coupling

now available for delivery



Atlas Supply Division, manufacturers of Atlas Portable Overhead Irrigation equipment, can now furnish either steel or ALUMINUM irrigation pipe in sizes from 4 to 8 ins. equipped with the famous Horseshoe Latch Coupling.

The services of Atlas Irrigation engineers are available to every user or prospective user of Atlas irrigation equipment in the planning of his irrigation system.

**Wide-Awake Dealers!**

There are still a number of good territories open for aggressive dealers. Write, wire or phone.

**ATLAS SUPPLY DIVISION**

JONES & LAUGHLIN SUPPLY COMPANY

419 North Main Street

Muskogee, Oklahoma

## HYPONEX PLANT FOOD

**CLEAN—ODORLESS—SOLUBLE—POWDER**

USE HYPONEX to grow bigger and better flowers and vegetables in poorest soil—even in sand, cinders or water. Excellent fertilizer for trees, shrubs, lawns and houseplants.

USE HYPONEX for top dressing, seedlings, cuttings and transplants. Produce strong root systems and stems, also more and larger flowers and fruit.

SELL HYPONEX to your customers. Nationally advertised.

1 oz. packet... 10c.—packed 72 to case—wt. 7 lbs.  
3 oz. can... 25c.—packed 26 to case—wt. 12 lbs.  
7 oz. can... 50c.—packed 24 to case—wt. 14 lbs.  
1 lb. can... \$1.00.—packed 12 to case—wt. 16 lbs.  
10 lb. drum \$8.—25 lbs. \$1.—50 lbs. \$2.—100 lbs. \$4.00  
Commercial growers and dealers receive 33-1/3% discount from the above retail prices.

BUY HYPONEX from your jobber or send \$1 for 1 lb. (makes 100 gallons). \$1 credited on first order for 1 drum or case.

**HYDROPONIC CHEMICAL COMPANY, Inc.**  
Copley, Ohio

### TWINES

All kinds and put-ups:  
Cotton-Jute-Sisal.

### ROPE

SISAL—1/4-in. diameter and larger.

### PAPER

WATERPROOF—rolls and sheets

WRAPPING—rolls and sheets

**Coastal Paper & Supply Co.**

129 W. 28th St. New York 1, N. Y.

Telephone: LACKAWANNA 4-7812-3-4

From Coast to Coast It's Coastal

## PRINT YOUR OWN POST CARDS

COMPLETE  
OUTFIT  
only

**\$7.50**

Amazing results in sales, inquiries and contacts... saves time and money... very easy to use. **GEM STENCIL DUPLICATOR** is ideal for Advertising, Announcements, Notices, Labels, Forms, Price Lists—hundreds of uses for every type of business and organization. Comes complete with all supplies, instructions and 60-page Book of Ideas.

**FREE TRIAL OFFER:** Try it before you buy it! Write and a GEM OUTFIT will be sent you postpaid. After 10 days, send only \$7.50 or return the GEM, no questions asked. The GEM must sell itself; you be the judge.

**BOND EQUIPMENT CO. • Dept. 129**  
513 Olive St. • St. Louis 1, Mo.

**SEND NO MONEY • FREE TRIAL OFFER**

**Before Buying  
First Get Our Prices On**

**BURLAP**

Domestic Squares  
Cotton Squares  
Dutch Squares

**TWINE and PAPER**

**J. SHORE & COMPANY, INC.**  
Chelsea, Mass.



## AUTOMOTIVE TREE MOVER

It is not so much what we, the manufacturer, say about the good qualities of our Tree-moving Equipment as what our customers think and say about it. The firms listed below are a partial list of users of our Rocker Type Tree Mover. Shipment can be made very soon after order is received.

William Lauweret, Landscape Contractor, 42 Wisconsin St., Rochester 9, N. Y.  
The Funk Tree Service, Jeromesville, O.  
J. C. Bunch & Son, 33 and Hulman St., Terre Haute, Ind.  
Puritas Nursery, 19201 Puritas Ave., Cleveland, O.  
Liberty Nursery, Liberty, S. C.  
Prudential Nursery, Kalamazoo, Mich.  
Wolf Tree Experts, 1632 Fairmount Blvd., Knoxville, Tenn.  
Chicago Park District, 425 E. 14 Blvd., Chicago 5, Ill.  
Jones Ornamental Nursery, Hobbs Road, Nashville, Tenn.  
B. L. Potter Nurseries, 2717 Fifth Ave., Huntington, W. Va.  
Hillienmeyer Nurseries, Lexington, Ky.  
City of Cedar Rapids, Ia.  
Frank O. Anderson, Martin Rd. No. 6, Erie, Pa.  
Joe N. Howell, Howell Ridge Rd., Knoxville 17, Tenn.  
Wm. Jeffrey, Arborist, 305 S. Division, Knoxville, Ill.

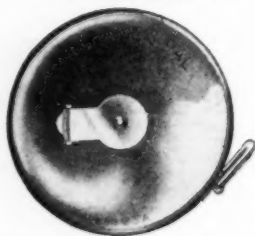
B. F. Barr & Son Nurseries, R.F.D. 1, Lancaster, Pa.  
C. O. Heyerdahl, Windsor, Conn.  
Terrace Gardens Co., 4650 Tippecanoe Rd., Youngstown 7, O.  
John Williams, 3650 Hermitage Rd., Richmond, Va.  
Besuden Nurseries, 7617 Reading Rd., Cincinnati, O.  
Laur Shade Tree Service, 8153 Todd Ave., Overland Park, Mo.  
Gordon A. Phelan, R.F.D. No. 3, Waterbury, Conn.  
Marshall Nursery, Arlington, Neb.  
Runciman-Fisher Co., P. O. Box 343, Chelsea, Mich.  
Cal Ray Nursery Co., St. Matthews, Ky.  
Forest City Tree Protection, 1884 Green Rd., South Euclid 21, O.  
Baker Bros. Co., Fort Worth, Tex.  
Simmons Nursery, 2612 Thoman Pl., Toledo 12, O.  
The Stebenthaler Co., Stebenthaler Ave. and Catalpa Dr., Dayton, O.

## WILLIAMS & HARVEY NURSERIES

Box 7068, Country Club Station

Kansas City 2, Mo.

## TAPE RULES



Cloth Tape for use where Steel Tape accuracy is not required.

50 ft. .... ea., 75c; doz., \$8.00  
25 ft. .... ea., 60c; doz., 6.00

## ARBORIST SUPPLY COMPANY

Incorporated  
RYE, NEW YORK



## Build Your Own Irrigation System

Using the nozzle that gives adequate irrigation on low operating cost. Covers 40-foot circle on 15 lbs. pressure. Complete even coverage improves yields and quality of crops.

Plan and instructions sent upon request.

**ITTNER BROS.**  
BOX 89, ANOKA, MINNESOTA

## FULLER WHEEL HOE

More Work with  
Less Help  
MULCHES WEEDS  
CULTIVATES

\$7<sup>25</sup>

Costs less.  
Weighs less.  
Lasts longer.  
Send for Catalog.  
Best for 40 years' test.

**FULLER  
WHEEL HOE CO.**  
So. Hamilton, Mass.

Weights only 10 lbs. Works close on rows. Adjusts to operator's height. 9 1/2-in. lashed wheel; 6-ft. Ash handle; steel blade; 10-in. blade shipped; other sizes 6-in. to 14-in.



## RAFFIA

MADAGASCAR in A. A.  
West coast and X. X. Superior

Also

## GOODRICH BUDDING STRIPS

Write for prices

**THOMAS B. MEEHAN CO.**  
Dresher, Pa.

mealy bugs, but it is still in the experimental stage. As one of the best compounds recently discovered but still in the experimental stage is arylalkyl thiophosphate, known as Parathion or 3422. It can be used as a one per cent prepared dust or one and one-half to two pounds fifteen per cent wettable powder to 100 gallons of water effectively to control aphids, mites, red spiders, grasshoppers, scale, thrips and leaf miners and for greenhouse fumigation. No emulsion is available commercially. For control of rats he recommended alpha naphthylthiourea, known as Antu, with which manufacturer's recommendations should be followed. Soil fumigants recommended for control of nematodes included dichloropropylene-dichloropropane, known as D-D, and ethylene dibromide, known as Dowfume W-40. Manufacturer's recommendations should be followed on both of these. Dr. Bellows said that these fumigants were expensive but gave best control on small acreages.

Fungicides he recommended were disodiumethylene-bisdithiocarbamate, called Dithane D-14, and zinc ethylene-bisdithiocarbamate, known as Parzate and also Z-78, for best control of downy mildews. The former should be used as a liquid, two quarts plus one pound zinc sulphate to 100 gallons of water, and the latter as a four per cent prepared dust or two pounds wettable powder to 100 gallons of water. The former is also good for control of anthracnose and curvularia of gladioli and the latter for azalea petal blight and leaf spot of gladioli.

For most diseases of ornamentals he recommended zinc dimethyl dithiocarbamate, known as Zerlate, Methesan and Karbam White, used as a ten per cent prepared dust or two pounds seventy per cent wettable powder to 100 gallons of water. Ferric dimethyl dithiocarbamate, known as Fermate and Karbam, as a ten per cent prepared dust or two pounds seven per cent wettable powder to 100 gallons of water was recommended for black spot of roses, damping-off, septoria leaf spot, snapdragon rust and tulip botrytis. He said that dichloronaphthoquinone, known as Phygon, should be tried more in Florida. Used according to the manufacturer's directions it gives effective control of azalea petal blight and black spot of roses and is good for disinfecting lilies. Ending his talk, Dr. Bellows said that if a crop is worth spraying, it is worth doing the job well. Good equipment should be used and checked thoroughly, and adequate coverage should be given

THE ANSWER TO EVERY NURSERYMAN'S DREAM!  
Once You TRY IT You'll NEVER AGAIN Be Without It

GET THE "FEEL" OF  
**FAMOUS** →

**VITALOAM**  
TRADE MARK

CONSERVE THAT MOISTURE  
PROTECT YOUR PLANTINGS

—Sold in 48 States and Canada—



These Plants looked identical when repotted.  
Repotted April 8th — Photo May 7th

*The Sweetheart of the Soil*

*"It rejuvenates the Earth"*

Needed by Every Nurseryman, Landscape Gardener and Tree Expert in America. NOT A COMMERCIAL FERTILIZER. Put Right Around The Roots Of Trees and Plants.

REJUVENATE Your SOIL With "VITALOAM"

WARNING—Send in your order NOW to insure delivery.

A famous American nurseryman calls VITALOAM "black gold" and he recently flew from Virginia to Lancaster to compliment us personally on the creation of an outstanding product.

Use your letterhead and write for Wholesale Prices!

**SOIL RESEARCH LABORATORIES, INC.**

531 East Main St.

Lancaster, Ohio

the crop. He pointed out that some compounds show variation in effect over the state and the nurserymen might do well to check with the Florida state experiment station or county agents before initiating expensive control programs.

Bringing the afternoon meeting to a close, Carl Cowgill, Tampa, spoke on his interest in new azaleas, which was brought about through participation in the Florida state fair. He said that when it was time to exhibit, little of his own stock was in bloom, so that it was necessary to procure other plants, and thus his interest in developing new varieties started. He said there was a need for a good white azalea for the winter in Florida and said that Flag of Truce was the only one in bloom the last week in January.

In the evening a tasty barbecue was served at the Sea Scouts base on the shores of Tampa bay a short distance from the hotel. Later in the evening carnival night, with various games and refreshments, was enjoyed at the Soreno hotel. The principal event was a wheel chair derby, in which a number of distinguished guests and visitors from distant points were contestants. Robert H. Roland, executive secretary of the Society of American Florists, was awarded a

**PORTABLE, ALL-BRASS  
CHAMPION GIVES YOU  
ALL-PURPOSE SPRAYING  
AT LOW COST**

Here's ONE portable sprayer that does the work of several. Nozzle quickly adjusted to spray anything... up, down or sideways... as fine mist or 30-foot stream:

**INSECTICIDES • FUNGICIDES • OILS  
DDT • WEED KILLER • WATER PAINT**

No dangerous compressed air tank. Pressure pumped as needed in pressure cylinder only. 4 1/4-gal. tank and working parts all brass. Trouble-free, no clogging.

See your dealer or write for free literature. Territories available for established dealers.

**CHAMPION SPRAYER CO.**

Mfrs. of Portable Sprayers and Dusters  
6509 HEINTZ AVENUE  
DETROIT 11, MICH.



**BURLAP  
Nursery Squares**

	Per 1000
24x24 ins. ....	\$50.00
28x28 ins. ....	57.50
30x30 ins. ....	60.00
32x32 ins. ....	62.50
36x36 ins. ....	65.00

Made of lightweight  
reconditioned Burlap

All prices F.O.B. Wooster, Ohio

**RAY C. SPROSTY BAG CO., INC.**  
WOOSTER, OHIO

**FREE CATALOG**

Tool Makers Since 1920

"Our COMPETITORS Make Good Tools"

We Make "A-OHM-CO" Tools



Open Hoes, Scudde Hoes, Wheel Hoes, Flexible Steel Scrapers and Berry Hooks.  
Ask Your DEALER or Write  
Anderson Open Hoe Mfg. Co.  
216 Chestnut Street, Phila.





Write for Free Literature and complete information. Details of valuable dealer franchise supplied upon request.

## Spread and Power

You can't do a quick, thorough job of pest control without wide spread and the driving power to force insecticide into every open space no matter how minute or hidden.

Mistmaster Ball Bearing Fan Type Sprayers have both the spread and the power to do a quick, thorough job. Driven by 1/3, 3/5, or 1 hp. motors, they spray insecticides for distances as far as 40 feet, penetrate into hard-to-reach places, and spray large areas quickly, completely.

Here is a sprayer that has more power than any other portable sprayer, yet is convenient and easy to handle, plugs into any electric outlet and can be used with both oil base and water base insecticides.

**Sprayer CORPORATION of AMERICA**

1714 Payne Street, Evanston, Illinois

basket of flowers as a winner in the finals of the wheel chair derby.

### Grasses and Soils.

Tuesday morning the combined groups again met. Most of the morning was taken up with reports of committees and setting up election machinery. In the afternoon separate florists and nurserymen's meetings were held.

Dr. Fred Grau, head of the greens section of the United States Golf Association, Beltsville, Md., spoke on "Developments in Grasses." He recommended alta fescue as a good turf grass. He said that Kentucky 31 alta fescue was now available, but that there were still not enough seeds. The first commercial harvest of centipede grass seeds is expected next fall. Few seeds, about ten pounds per acre, are needed and this grass should be seeded shallow. Centipede grass requires a lower level of fertility than does Bermuda grass. Mentioning other grasses for southern use, he said that Zoysia japonica might be grown farther north than the Zoysia matrella, which is not hardy farther north than Washington, D. C. He said that no seeds were available yet. Another representative from the greenkeepers' group, which held morning meetings at the hotel and inspected near-by golf courses in the afternoon, was Dr. O. J. Noer, widely known turf authority of the Milwaukee Sewerage Commission, Milwaukee, Wis., who discussed "Soils and Fertilizers." Where grass does not make good growth Dr. Noer recommended an analysis of the soil, because frequently a poor turf condition is caused by a plant food deficiency. He said that if other environmental conditions are favorable, a fertilizer will work well.

Merely because a soil is black in color does not mean that it is a better soil, he said. The black color is due to more organic matter, but soils may

**Twine**

AS COMPLETE A STOCK OF NURSERY TWINES  
AS CAN BE FOUND ANYWHERE

**GEO. B. CARPENTER & CO.**  
440 NO. WELLS STREET - CHICAGO 54

### FLAG type MARKERS

24 in. high—Green Enamel Finish, Galvanized Metal Label, 2 1/4 in. square. PRICE, \$9.00 per 100. Other styles as low as \$4.50 per 100. Send for folders today.

LANSING SPECIALTIES MFG. CO.  
LANSING 12, MICH.

vary from muck or peat to a black clay and still be black in color. From a physical standpoint the soil is made up of solids, liquids and gases. The solid portion of the soil is made up of minerals and organic matter or humus. In the north a good soil is composed of about eighty-five per cent minerals and fifteen per cent humus. These figures are in the term of volume and not in weight relationship. The mineral fraction is divided into three essential components, sand, silt and clay particles. The clay and organic fraction, Dr. Noer said, was highly important. In Florida there are few clay and silt soils, but there are sand and sandy loams and loam soils. He defined sand as any soil

### Write Us for Prompt Quotations!

#### NURSERY BURLAP

Squares  
Rolls

Put up to your specifications.  
Samples furnished on request.

**KOCH BROS. BAG CO.**  
404-406 Delaware  
Phone: Victor 6898  
KANSAS CITY 6, MO.

more of sand particles. Clay or clay loam is any soil containing thirty per cent of clay. Thus a change from one type of soil to the other can be had by only a fifteen per cent change.

At noon the ladies met for a hat luncheon at which comical and beautiful hats of flowers and foliage were worn by various florists' and nurserymen's wives. Among the winners was one showing the well known green bench of St. Petersburg.

The final social event of the meet-

MAY 15, 1948

55

ings was the president's annual banquet and ball held in the ballroom of the Soreno hotel. President Julie Thomas presided, and Joe Mapes, Birmingham, Ala., president of the Southeastern Florists' Association, served as master of ceremonies. The new association officers were presented, and Fred Wesemeyer, Clearwater, presented the retiring president, Julie Thomas, with a plaque in behalf of the association. Dancing followed.

#### NEW GARDEN TRACTOR.

The Inexco Tractor Corp., 120 Wall street, New York city, has announced production of a new 4-wheel garden tractor combining the comfort and riding features of conventional farm tractors, according to an article which appeared in the April 20 to 22 issue of the New York Journal of Commerce.

The motor cultivator is intended to meet the needs of the small-acreage farmer who normally cultivates from one to five acres. This machine has been in experimental production for the past six months and is now ready for national distribution.

Company officials state that they believe the machine is the first American 4-wheel riding tractor ever produced in the 3-horsepower group and that it is the only one in its class.

The unit meets the need for a small tractor which may be ridden and which can operate between the rows of growing crops. The machine has a tread-to-tread width of only twenty-four inches. The design will eliminate lifting and twisting attendant upon cultivation with the conventional 2-wheel walking-type garden tractor.

OTIS E. McQUILLAN is starting a nursery at Seabrook, N. H., and will feature roses and evergreens.

FRANK BELANGER & SON, nurserymen, R. R. No. 2, Oshkosh, Wis., have been established by Frank Belanger, who worked for many years in the nursery department of Sears Roebuck & Co.

A PARCEL of land at 3015 West McMicken avenue, Cincinnati, O., has been purchased by C. E. Persons & Sons, nurserymen, Cincinnati, who will establish a new business location there.

JAN C. BULK, Bulk & Co., Boskoop, Holland, plans to make his annual trip through eastern Canada and part of the United States in May and may be reached by writing in care of the Walker House hotel, Toronto, Ont., Canada.



LET

## Aluminum MOVE YOUR FLATS



You can do it with Rapid-Wheel\* gravity conveyor in aluminum. Put your flats and boxes on wheels and use gravity to do the work.

Rapid-Wheel conveyor is tailor-made for nursery or greenhouse. It has all the strength and ruggedness of steel conveyor but gives you portability that means easier handling and speedier changes in your conveyor set-up. It's available in both straight sections and curves, with regular height stands for use in the aisles or with special stand for use above the rows.

Write direct for details or contact your Rapids-Standard representative.

**THE RAPIDS-STANDARD CO., INC.**

302 Rapistan Building,

Grand Rapids 2, Michigan

Representatives in principal cities

\*U.S. REG.

IT'S WISE TO CONVEYORIZE

# Rapids-Standard

MATERIAL HANDLING EQUIPMENT



### GOODRICH RUBBER BUDDING STRIPS

Prewar quality.

Made from natural rubber.

Eleven sizes available.

Immediate or later delivery.

Samples and prices on request.

**WILLIS NURSERY CO.**  
Ottawa, Kansas

## TWINE... ROPE... TWIST-EMS

Large Stocks

J. E. Fricke CO.

40 N. Front Street  
Philadelphia 6, Pa.



## EASIER, FASTER WORK

This Garden Shop Hand Truck is so widely used today that few nurseries are without it. Many have several, use one on each delivery truck, others in the nursery.

### IMMEDIATE SHIPMENT

Now you can get this popular truck at once. Speed up work, save labor cost with this practical and especially designed equipment. Sturdy, strong, attractive in appearance, built for many years of profitable service. Order direct, today.

**SPECIFICATIONS**  
Equipped with Jumbo Balloon Tires and Tubes, 12x4 inches.  
Specially Designed Curved Nose.  
All-Steel Construction, electrically welded.  
Weight 56 pounds.  
Over-all Length 63 inches.  
Over-all Width 27½ inches.  
Capacity 28-in. Ball weighing 600 pounds.



The popular Garden Shop  
SMALL HAND TRUCK  
\$37.50 F. O. B. Kansas City.

Write for free illustrated folder.

## THE GARDEN SHOP, Inc.

4833 Mission Rd.

Kansas City 3, Kan.

## WEATHERPROOF ALUMINUM TAGS

Top Quality. Permanent. Rustproof.

Size: 3 1/8 by 1 1/8 inches—Copper-wired.

500 for \$6.50—250 for \$3.50—100 for \$1.50

Please add 10c per 100 tags for postage and packing. Sample sent on request.

## The Berryhill Nursery Co.



EVERGREENS ORNAMENTALS

FOUR MILES NORTHEAST OF SPRINGFIELD, OHIO  
STATE ROUTE FOUR P. O. BOX 696

## "GRO-QUICK" ELECTRIC SEED BED HEATER

**BOTTOM HEAT CAN'T BE BEAT**  
For Early Plant Starting  
For High Germination  
For Fast Growth  
For Rooting Cuttings

200 watt Junior Cable for 20 sq. ft. .... \$1.60  
400 watt Senior Cable for 40 sq. ft. .... 3.20  
Air Thermo with pilot light 1000 W. .... 3.75  
Soil Thermostat with pilot light. .... 9.50  
Special 220 volt Cable for 80 sq. ft. .... 6.40

**WRITE TODAY**  
FOR EXPERIENCE REPORTS, PLANS.  
Prepaid at prices shown. Immediate delivery.

**"GRO-QUICK"** 366 W. Huron St.  
Chicago 10, Ill.

## CAMOUFLAGE WIRE

For Shading.

Order now before it is gone.

Excellent for beds, lath houses, greenhouses, etc.

Rolls, 6 ft. wide by 75 ft. long. Consists of steel wool on welded wire fencing. \$6.00 per roll.

Special quotations on 50 rolls or more.

## TANKARD NURSERIES

EXMORE, VIRGINIA

## Automatic Irrigation and Supplies

We can supply you anything you need.

Automatic Oscillators  
Superior Outdoor Nozzles  
Greenhouse or Mist Spray Nozzles  
Hand Turning Unions  
Roller-Bearing Hangers  
Drilling and Tapping Machines  
Automatic Sprinklers

Write today for literature and prices

**John Rust Mfg. Co.**

628 W. Patterson St.

KALAMAZOO MICHIGAN

## Glider Model FLAME GUN with 100 PRACTICAL USES!

KILL WEEDS, crab grass, Canada thistle, stalks, seeds and roots. Destroy brush, caterpillar nests, diseased trees, grasshoppers, chinch bugs, etc. Clear irrigation ditches, split rocks, burn tree stumps.

Sterilize poultry houses, kennels, barns. Use as portable home forge. Melt ice, thaw pipes. Safe, inexpensive. Burns only 6% kerosene—94% air! Thousands of satisfied users. Write for FREE CATALOG.



HAUCK MFG. CO., 58 Tenth St., Brooklyn 15, N. Y.

## NEW GRADE OF PEAT MOSS.

The New Amsterdam Import Co., New York, producer of Arrow peat moss, began May 1 the introduction to the market of a new grade of peat moss, called NAMSCO.

Designed especially for the horticultural field, NAMSCO will have all the features of regular peat moss plus finer granulation and more uniformity. To assure more ease in handling, NAMSCO will be packaged in pressed bales 18x20x39 inches, with wooden veneer sides and burlap ends.

Originally the New Amsterdam Import Co. imported its peat moss from Europe, but during the fifteen years of operation has gradually developed several bogs and plants in Canada's eastern Quebec province, and the peat moss from this section has proved to be equal to, if not better than, that from Europe. It is from the heart of the northern peat country that NAMSCO is dug. Piled in open-air racks and allowed to freeze during the winter, New Amsterdam peat moss attains its high degree of porosity.

## PLANT NOTES.

[Continued from page 18.]

planted, because their dense heads and vivid colors, used in masses as phloxes usually are, produce a glaring effect or become monotonous from repetition.

### The Nodding Primrose.

A request arrived for a report on the nodding primrose, *Primula nutans*, which I am glad to offer insofar as my limited experience permits. First, let us examine the plant's length of duration.

In the books I have examined the plant is considered a true perennial, but in my garden it behaved strictly like a biennial. I have no more information to offer except that the *P. nutans* is not hardy this far north. These characteristics lead me to believe that the plant is restricted in its usefulness. However, the nodding primrose will no doubt become popular in sections where it may be grown safely, when it becomes more widely distributed.

The nodding primrose is still rare in gardens, so far as I have observed. It was introduced by the plant breeder, Forrest, within my gardening time, and has suffered from a bad reputation. Yet, its large, lovely, nodding lavender-blue flowers, like inverted cups at the top of 9-inch mealy scapes, are surely worth the effort to secure them.

As is the case with many Chinese



YMAN  
MOSS.  
rt Co.,  
w peat  
duction  
of peat  
e hor-  
I have  
t moss  
e uni-  
n hanged  
in  
with  
ends.  
erdam  
moss  
fifteen  
dually  
nts in  
rince,  
ection  
t bet-  
It is  
peat  
Piled  
d to  
Am-  
high

primroses, to achieve success in its culture one must have a perfectly drained, peaty soil, a good supply of moisture during the growing season, considerable shade (half shade or more in the middle west) and shallow planting. The need for the last-mentioned factor was shown emphatically when we grew the plant here in pots, and it has been confirmed by gardeners who have grown it in the open. One correspondent, a friend in Maryland who has been especially successful with the plant outdoors, says that to put the crown of the plant at the surface of the soil, as one does with most herbs, means sure death from rotting in winter. When the beauty of the nodding primrose is brought to the attention of the public, I am fully convinced that it will have a bright future among gardeners who are not averse to giving their plants a little more care than ordinary subjects require. If you live south of the lower Great lakes, it might pay you to give P. nutans a trial.

#### Allium Karataviense.

A New York neighborhood nurseryman, to whom Allium karataviense was recommended several years ago as an unusual plant for local sales, wrote recently as follows: "This onion has not been a heavy seller like moss phlox, but has sold consistently and has been the means of interesting a number of customers in the onions in general. I am now growing several others. I plan to add about a dozen attractive new plants to our list each year, using your column in the American Nurseryman as a guide. Sometime during the summer I will let you know how last year's additions went over."

In western Asia, on the high plateaus of Turkistan, is found one of the most unusual of all the onions, Allium karataviense. The broad, ovate leaves of this plant are blue-green in color and are even more decorative than the plant's spherical heads of gray-pink flowers with reddish stamens and pistils; either leaves or flowers alone would make the plant worth growing. The blooming period, during which the flowers are produced on stems about ten inches in height, is said to cover the month of May in the plant's native home, but it occurs a month or more later here, the foliage being tardy in starting into growth. The plant seemed to do best in our trials in full sun in an open soil.

THE Napa Nursery has been started on six acres at Napa, Calif., by A. J. Wise.

## YOU'LL PROFIT FROM PREMIER!

You'll get better results with propagating, lining out, bench soil, transplanting and mulching by conditioning your soil with Premier—the peat moss that absorbs 20 times its own weight in moisture . . . binds and gives body to light soils . . . loosens and aerates heavy soils . . . makes all soils more productive.

You'll make extra sales by recommending Premier to your customers. They'll like this tested, proven peat moss that gives "New Life to Your Soil". And they'll like the way it's packaged—a size for every need—in bales that give more peat moss for the money.

### IN BIGGER, BETTER BALES

SUPER BALE—In veneer or all-burlap  
HANDY BALE—In veneer or all-burlap  
Can Be Carried in Any Car  
SPECIAL BALE—In 5-ply kraft paper  
Can Be Carried in Any Car

Write today for complete information

PREMIER PEAT MOSS CORP.  
535 Fifth Ave. New York 17, N. Y.



Easily identified by the Blue Bale Head with the Certified Seal



## A WORD ABOUT

# LAWN MARVEL

## FEED AS YOU WATER

For  
Healthy Trees  
Velvety Lawns  
Beautiful Evergreens

LAWN MARVEL is a scientifically compounded formula designed to give the best results to your trees, shrubs and lawns throughout the growing season. The nutrients your plants require are contained in LAWN MARVEL, in what is considered by foremost horticultural authorities to be the proper proportions to sustain and nurture plants properly.

Use it yourself; sell it to your customers; write for prices.

### PLANT MARVEL LABORATORIES

12050 PARNELL AVE.

CHICAGO 28, ILL.

### RUBBER BUDDING STRIPS

Gauge	Width	Length	10 to 50 lbs.	50 to 100 lbs.	100 lbs. and up
.010	3/16-in.	4 ins.	Per lb. \$1.60	Per lb. \$1.40	Per lb. \$1.20
.020	3/16-in.	4 ins.	Per lb. 1.40	Per lb. 1.20	Per lb. 1.10

WAYNESBORO NURSERIES

WAYNESBORO, VA.

We Recommend Our  
**OPEN MESH COTTON  
NURSERY SQUARES**

which have rendered  
complete satisfaction  
for many years  
to the

LEADING NURSERYMEN  
throughout the  
UNITED STATES and CANADA  
Why not try them?

Now Selling for  
**IMMEDIATE**  
or  
**FUTURE  
DELIVERY**

Samples and prices gladly  
furnished upon request.

**AMERICAN-NATIONAL  
BAG & BURLAP CO.**

Incorporated  
343 Kent Ave., Brooklyn 11, N. Y.

**IT COSTS NO MORE**  
(and in most instances less)  
**FOR OUR PACKING OF**  
**Nursery Burlap**  
**Squares and Rolls**

Write for prices and samples.

**L. ATKIN'S SONS**  
P. O. Box 167 Rochester, N. Y.

**WOOD  
LABELS**

For Nurserymen

**DAYTON  
FRUIT TREE LABEL  
CO.**

Ray and Kiser Sts. DAYTON, O.

**BAMBOO CANES  
RAFFIA — BULBS**

**McHUTCHISON & CO.**  
92 Chambers St. New York, 7, N. Y.

**SLING'S SHOTS ON SELLING.**

[Concluded from page 9.]

So, Joe, let's sum up today's lesson. I'm not going into the "listing" pages of your catalog in this letter. I'm afraid I'd wear myself out and I'm pretty sure I'd wear you out with so many comments all in one package. In about ten days we shall have the official release ready on why customers aren't buying after they do get around to finding your pictures and descriptions! In the meantime you can digest this, and be ready with a fresh appetite for the next serving.

**Opening Strategy.**

No. 1—Your front cover is your show window. Put your best item on it.

No. 2—Describe it and price it on the front cover—don't chase the customer into your catalog for "buying information."

No. 3—Skip the eulogy of your forebears—sell the customer flowers.

No. 4—Forget how old you are—look to the future, not the past—and sell today's customer today.

No. 5—Hide your "skeletons" back in the rear of the catalog, and dress them up in friendly terms.

Now these recommendations can lead only to one thing, that your catalog will open talking flowers, flowers and more flowers—which is what the customer expected when he sent for it. Those first three pages should contain selected top-notch items which naturally lend themselves to advertising. And by "lend themselves to advertising" I mean items that contain within themselves, their blooms or blooming habits, their prolific growth, brilliance of color or other characteristics, a naturally good description.

**CATALOGS RECEIVED.**

Bulk & Co., Boskoop, Holland.—Wholesale list of peonies, 3 pages, 8½x14 inches.

Lake's Shenandoah Nurseries, Shenandoah, Ia.—Wholesale list of grade counts of general nursery stock, 36 pages, 6x9 inches.

J. Kenneth Douglas, Milton, Del.—Retail list, illustrated, of boxwoods, 10 pages, folded, 5x9½ inches.

EARL L. PENCE, nurseryman, formerly at 1223 Collinwood avenue, Akron 10, O., has moved to Penninsula road, R. F. D. 14, Box 459, Akron 3, O.

MICHAEL A. GULDAN, formerly at 1403 East Sixty-ninth place, Chicago 37, Ill., has transferred his nursery operations to Hudson, Wis., Box 60, R. F. D. No. 2.

**A. F. S. "Easi-Off"  
WOOD PLANT BANDS**



**Saves time and labor. Bands are removed without cutting; therefore the dirt ball and roots are not disturbed . . .**

CAT.	Size in inches	Weight per 1000	Per 1000
No. M-310	1½ x 1½ x 2½	12 lbs.	\$3.75
No. M-320	2 x 2 x 2½	15 lbs.	4.35
No. M-340	2½ x 2½ x 3	20 lbs.	4.65
No. M-350	3 x 3 x 3	21 lbs.	4.95
No. M-360	3 x 3 x 4	32 lbs.	5.15
No. M-391	4 x 4 x 4	40 lbs.	5.60

Packed 1000 to the carton.  
We do not break the cartons.

**LIGHT WOOD FLATS**

For handling and shipping our 1½-inch and 2-inch sizes of Plant Bands.

	Per 100
M-370; holds twelve 1½-inch Bands . . .	\$2.95
M-390; holds twelve 2-inch Bands . . .	3.30
M-392; holds twelve 2½-inch Bands . . .	3.55
M-393; holds six 3-inch Bands . . .	3.85
M-394; holds six 4-inch Bands . . .	4.25

Packed 100 to the carton. We do not break cartons. Shipped promptly from the factory in Michigan.

**AMERICAN FLORIST SUPPLY CO.**  
Division of American Bulb Co.  
1335 W. Randolph St. Chicago 7, Ill.

**LABELS  
FOR  
NURSERYMEN**

**THE  
BENJAMIN CHASE  
COMPANY**  
DERRY, N. H.

**HALPERN BROS.**

**Burlap and Cotton  
NURSERY SQUARES**  
all sizes.

272 S. 2nd St. Market 3346  
PHILADELPHIA 6, PA.

**A. M. LEONARD & SON**

Piqua, Ohio

**Knives — Pruning Tools  
Nursery Spades — Supplies**  
Write for Bulletins.

# WHOLESALE PRICE LIST

## GARDNER'S NURSERIES

Rocky Hill, Conn.

Our nurseries are located at Rocky Hill and Cromwell, on the state highway between Hartford and Middletown. See signs. 300 acres of choice young trees and hedge plants that have been properly root-pruned and sheared.

We have listed only the items we can furnish by the carload. Many other desirable items not listed invite your inspection.

Stock is guaranteed satisfactory, but we cannot consider claims after five days. We solicit your patronage and cordially invite you to visit us at any time.

Terms and conditions adopted by American Association of Nurserymen. 2 per cent, 10 days; 30 days net.

### ★BERBERIS THUNBERGI.

Barberry.

2-yr. untr.

Per 1000

10 to 12 ins.	\$ 40.00
12 to 15 ins.	60.00
15 to 18 ins.	80.00
18 to 24 ins.	100.00

Write for prices on 10,000 and up.

### ★BERBERIS THUNBERGI.

Barberry.

2-yr. trans.

Per

Per

100

1000

15 to 18 ins.	\$20.00	\$150.00
18 to 24 ins.	25.00	200.00

### BERBERIS ATROPURPUREA.

Red Barberry.

4 to 8 ins., liners.

40.00

1-yr. seedlings,

6 to 10 ins., all 3 br.

and up

20.00 100.00

Write for prices on 10,000 and up.

### ★LIGUSTRUM OVALIFOLIUM.

California Privet.

2-yr. extra-heavy.

18 to 24 ins.

10.00

60.00

2 to 3 ft.

12.00

80.00

3 to 4 ft.

16.00

120.00

Write for prices on 10,000 and up.

### ★TSUGA CANADENSIS, SPECIMENS.

Canadian Hemlock.

30 to 36 ins., B&B, heavy.

\$3.10

\$3.00

3 to 4 ft., B&B, heavy.

4.10

4.00

### JUN. CHINENSIS PFITZERIANA. 10 100

Pfitzer Juniper.

★18 to 24 ins., B&B

rate rate

\$2.10 \$2.00

2 to 3 ft., B&B

2.60 2.50

### JUN. EXCELSA STRICTA.

Greek Juniper.

★18 to 24 ins., B&B

1.60 1.50

24 to 30 ins., B&B

2.10 2.00

### JUN. C. HIBERNICA.

Irish Juniper.

5 ft., B&B

1.60 1.50

### JUN. SQUAMATA MEYERI.

Meyer's Juniper.

18 to 24 ins., B&B

2.60 2.50

### THUJA OCCIDENTALIS PYRAMIDALIS.

Pyramidal Arborvitae.

4 to 5 ft., B&B

3.10 3.00

5 to 6 ft., B&B

3.60 3.50

6 to 7 ft., B&B

4.10 4.00

### THUJA OCCIDENTALIS.

★American Arborvitae.

2½ to 3 ft., B&B

1.60 1.50

3 to 4 ft., B&B

2.10 2.00

4 to 5 ft., B&B

3.10 3.00

### THUJA OCCIDENTALIS

GLOBOSA.

★Globe Arborvitae

18 to 24 ins., B&B

1.30 1.20

24 to 30 ins., B&B

1.50 1.40

### TAXUS CUSPIDATA CAPITATA.

★Upright Yew.

24 ins., B&B

4.10 4.00

30 ins., B&B

5.10 5.00

36 ins., B&B

6.10 6.00

### TAXUS CUSPIDATA.

Spreading Yew.

★18 to 24 ins., B&B

10 100

rate rate

\$3.10 \$3.00

24 to 30 ins., B&B

4.10 4.00

### TAXUS HICKSI.

Hicks Yew.

30 ins.

4.10 4.00

### ★TAXUS INTERMEDIA.

15 to 18 ins.

4.10 4.00

### RETINOSPORA PLUMOSA.

Plumosa.

18 to 24 ins., B&B

2.10 2.00

24 to 30 ins., B&B

2.60 2.50

30 to 36 ins., B&B

3.10 3.00

### RET. PLUMOSA AUREA.

Plumosa Aurea.

18 to 24 ins., B&B

2.10 2.00

24 to 30 ins., B&B

2.60 2.50

30 to 36 ins., B&B

3.10 3.00

### MUGHO PINE.

18 to 24 ins., B&B

1.35 1.25

### ★ACER PLATANOIDES.

Norway Maple.

2-in., 8 to 10 ft.

5.10 5.00

### ★ACER PLAT. SCHWEDLERI.

Schwedler Maple.

2-in., 8 to 10 ft.

6.10 6.00

### ★EUROPEAN MT. ASH.

2½-in.

5.10 5.00

All evergreens B&B at list prices.

Dig your own at 20c less per tree.

No boxing.

Deliveries—full truckload and carload only, or call for your own stock.

★ All Items starred ★ can be certified for western shipment.



# LAST CALL FOR LINING-OUT LILACS

2-year, field-grown

	Each
<b>Berryer</b> , double, mauve, 8 to 10 inches .....	<b>\$0.30</b>
<b>Berryer</b> , double, mauve, 10 to 12 inches .....	<b>.32</b>
<b>Charles Joly</b> , double, crimson, 4 to 6 inches .....	<b>.25</b>
<b>Decaisne</b> , single, azure-blue, 4 to 6 inches .....	<b>.25</b>
<b>Decaisne</b> , single, azure-blue, 6 to 8 inches .....	<b>.27</b>
<b>Decaisne</b> , single, azure-blue, 8 to 10 inches .....	<b>.30</b>
<b>Jacques Callot</b> , single, rosy-lavender, 6 to 8 inches .....	<b>.27</b>
<b>Jacques Callot</b> , single, rosy-lavender, 8 to 10 inches .....	<b>.30</b>
<b>Kate Harlin</b> , single, white, 6 to 8 inches .....	<b>.27</b>
<b>Mme. Florent Stepman</b> , single, white, 6 to 8 inches .....	<b>.27</b>
<b>Mme. Florent Stepman</b> , single, white, 10 to 12 inches .....	<b>.32</b>
<b>Mme. Florent Stepman</b> , single, white, 12 to 18 inches .....	<b>.35</b>
<b>Mme. Florent Stepman</b> , single, white, 18 to 24 inches .....	<b>.37</b>
<b>President Carnot</b> , double, rosy-lavender, 4 to 6 inches .....	<b>.25</b>
<b>President Carnot</b> , double, rosy-lavender, 8 to 10 inches .....	<b>.30</b>
<b>President Carnot</b> , double, rosy-lavender, 10 to 12 inches .....	<b>.32</b>
<b>Souv. de Ludwig Spaeth</b> , single, red, 6 to 8 inches .....	<b>.27</b>
<b>Souv. de Ludwig Spaeth</b> , single, red, 8 to 10 inches .....	<b>.30</b>
<b>Souv. de Ludwig Spaeth</b> , single, red, 10 to 12 inches .....	<b>.32</b>
<b>Thunberg</b> , double, mauve, 6 to 8 inches .....	<b>.27</b>
<b>Thunberg</b> , double, mauve, 8 to 10 inches .....	<b>.30</b>
<b>Thunberg</b> , double, mauve, 10 to 12 inches .....	<b>.32</b>

The supply of these lilacs is extremely limited, and all orders are accepted subject to prior sale.

All of the above tied in uniform bundles of 10.

## D. HILL NURSERY COMPANY

*Evergreen Specialists*

:-:

*Largest Growers In America*

DUNDEE, ILLINOIS